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THE AMERICAN ELEVATOR AND GRAIN TRADE.

Entered at the Post Office at Chicago, Ill., for transmission through the mails at second-class rates.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY
MITCHELL BROS. COMPANY
(INCORPORATED).

VOL. XXIV. CHICAGO, ILLINOIS, FEBRUARY 15, 1906.

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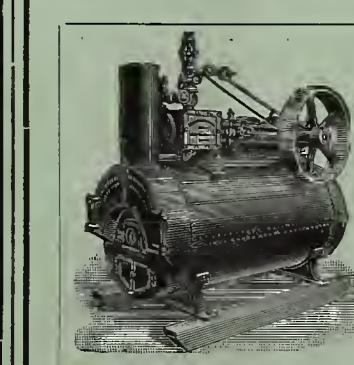
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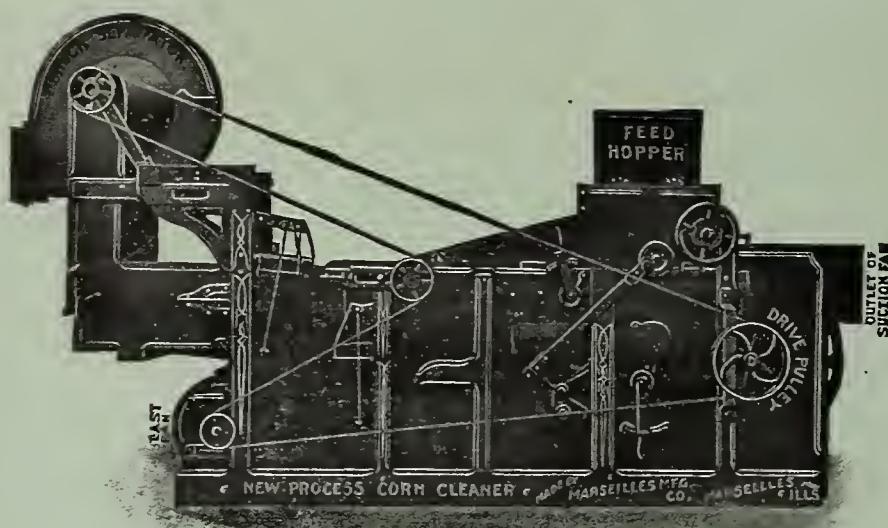
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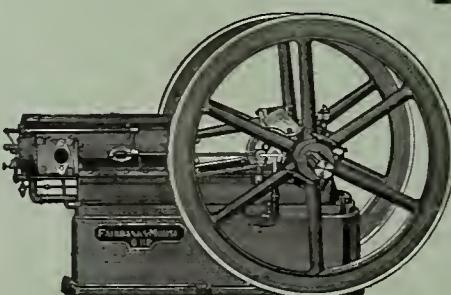
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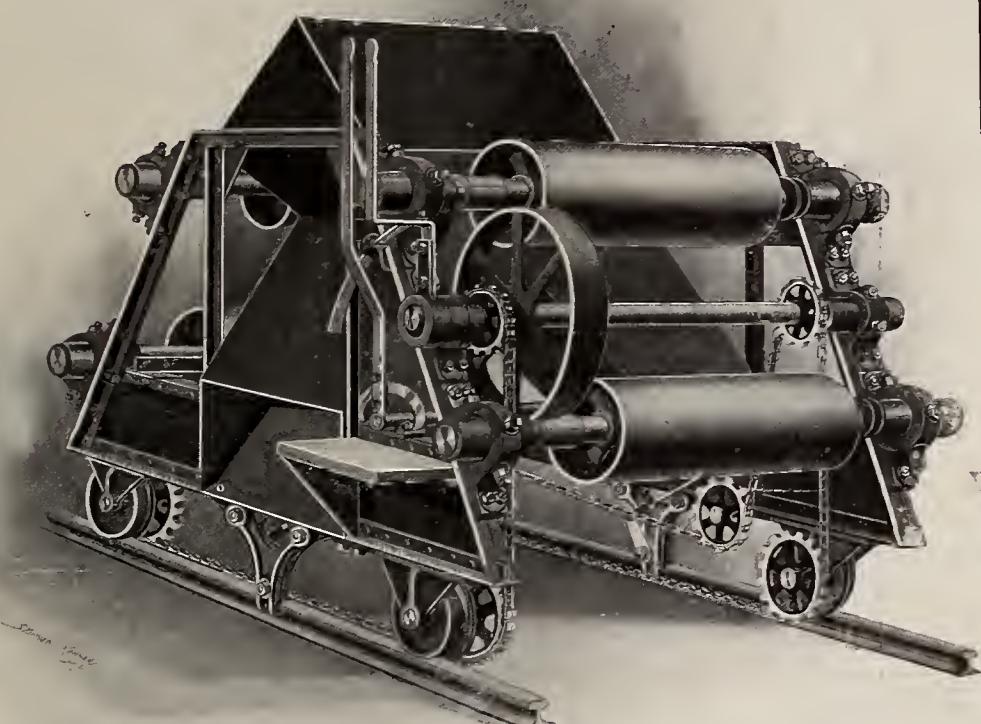
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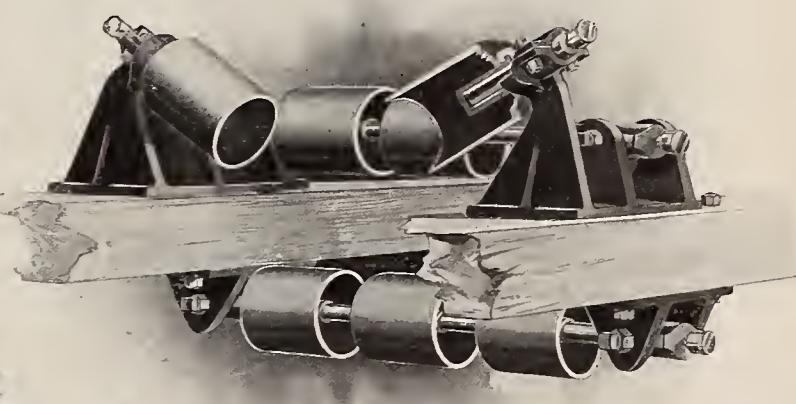
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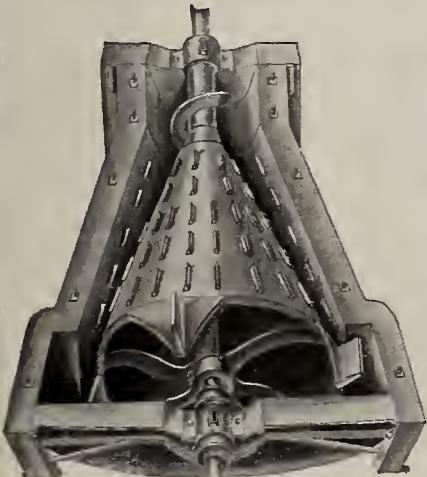


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Largest Manufacturers of Grain Elevator Machinery West of the Mississippi

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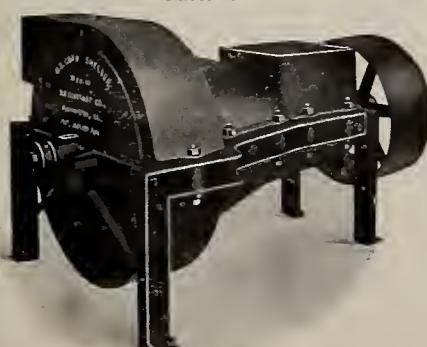


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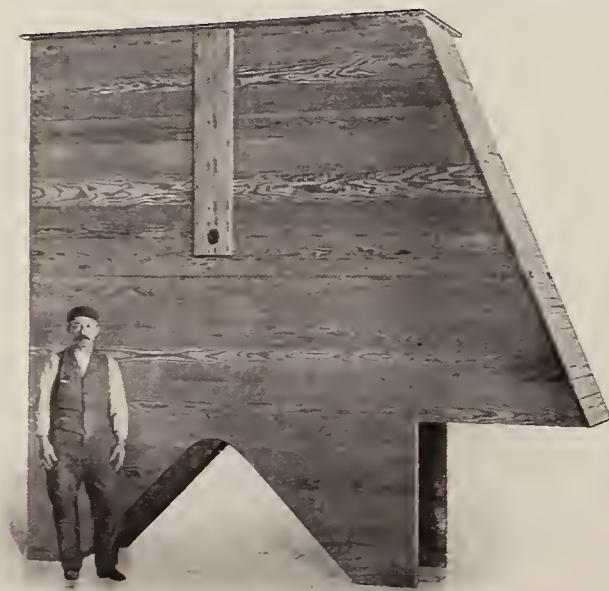
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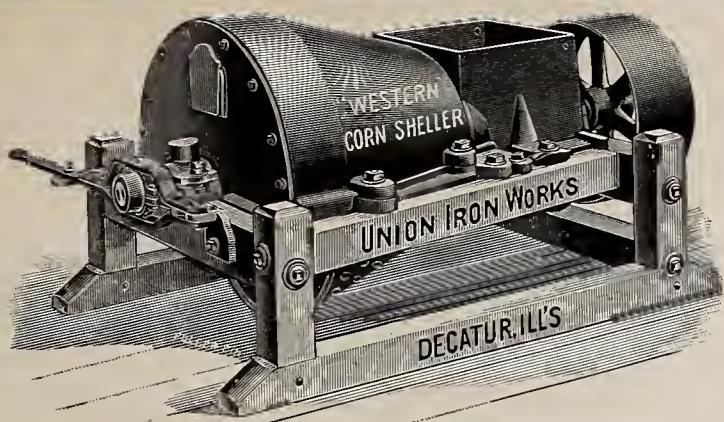
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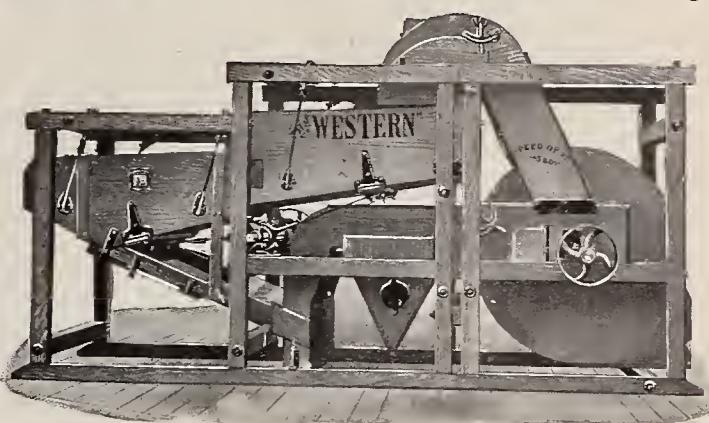
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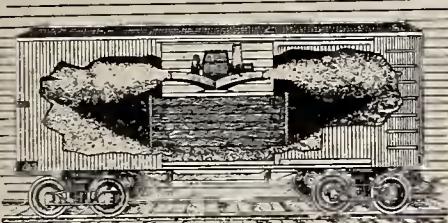
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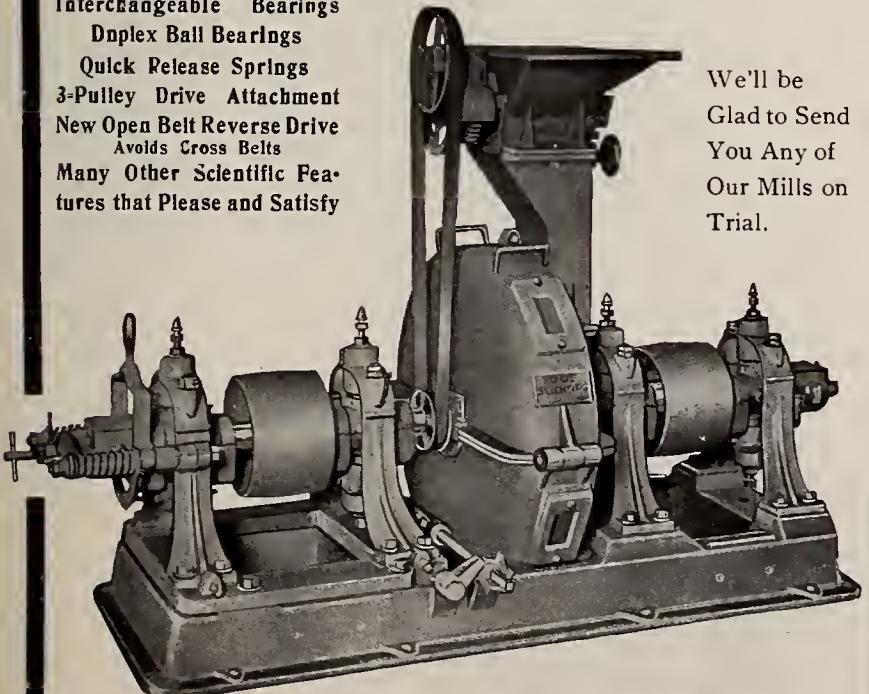
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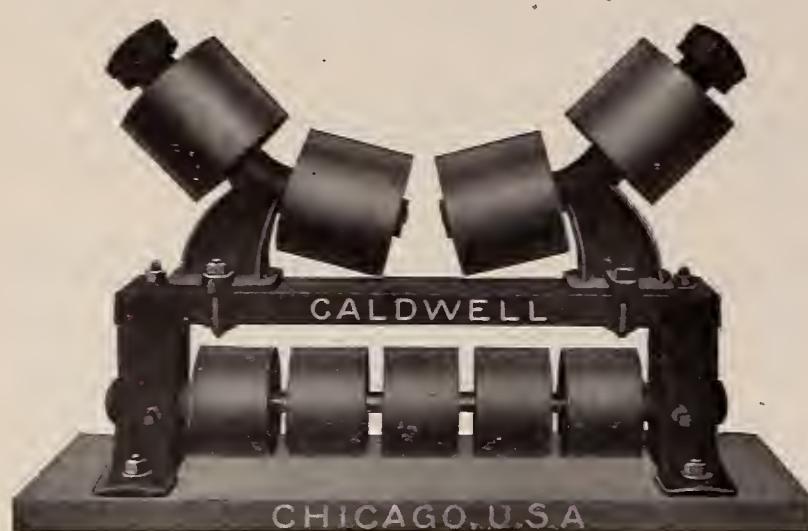
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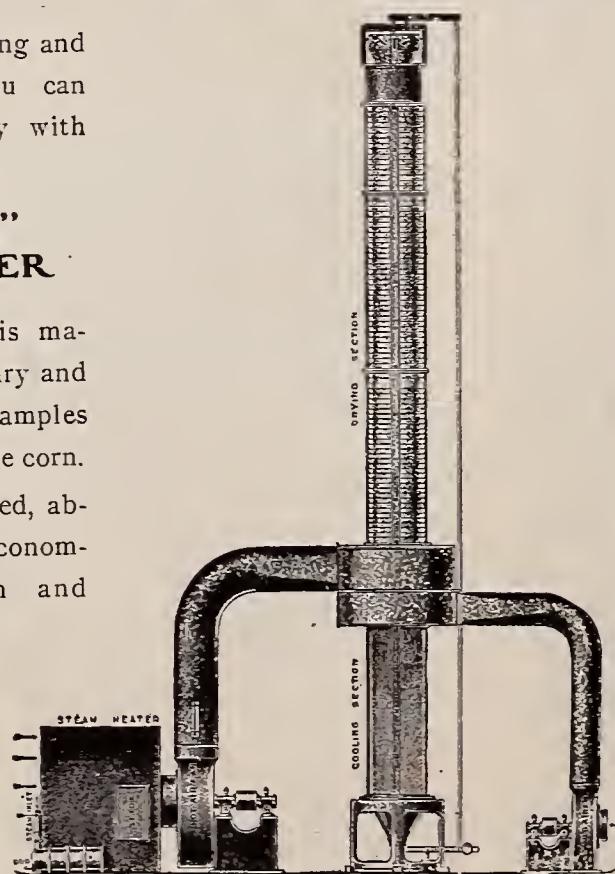
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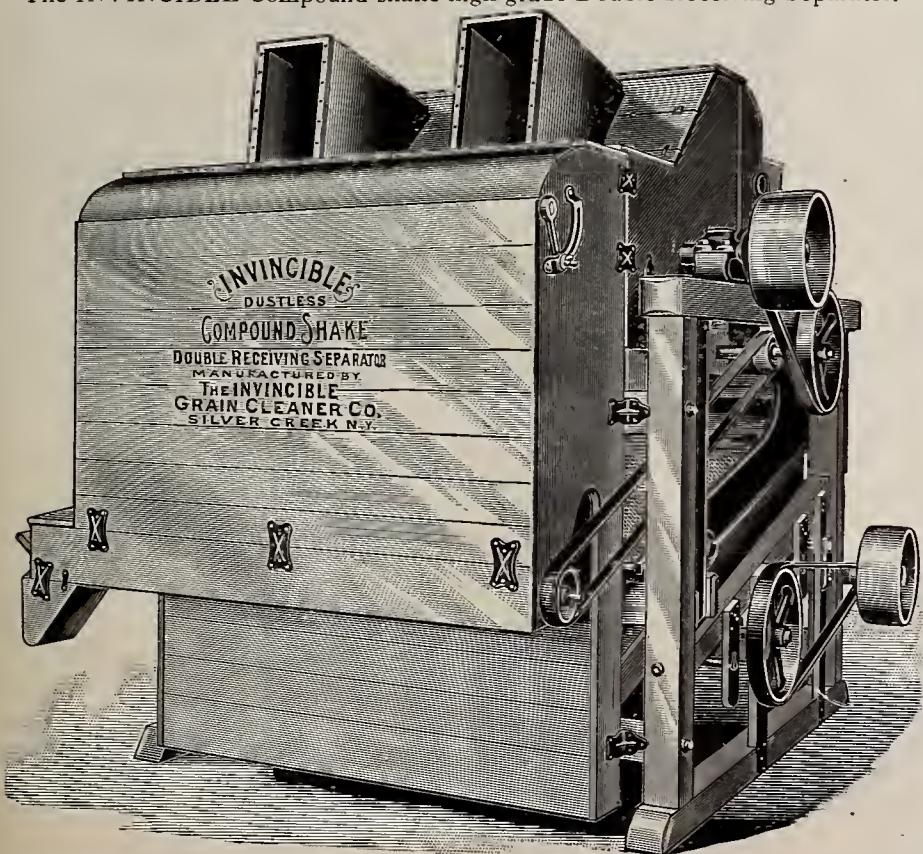
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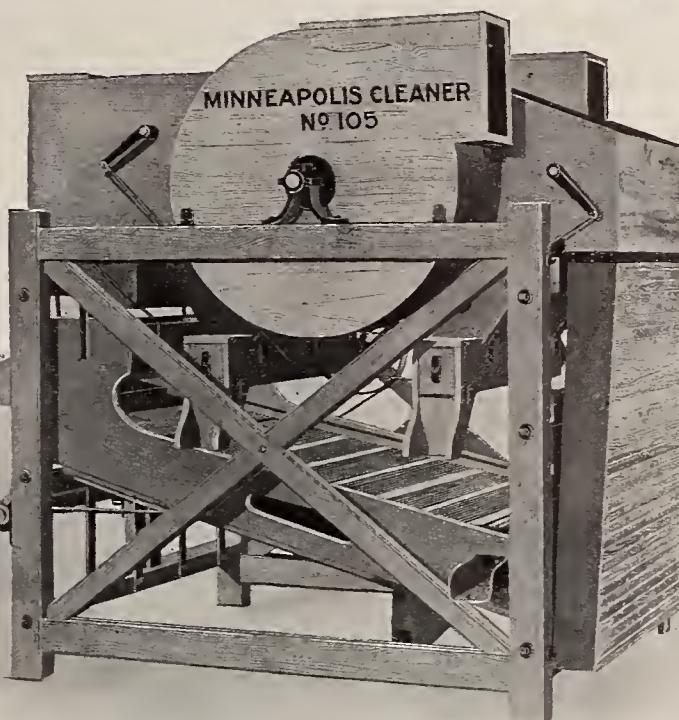
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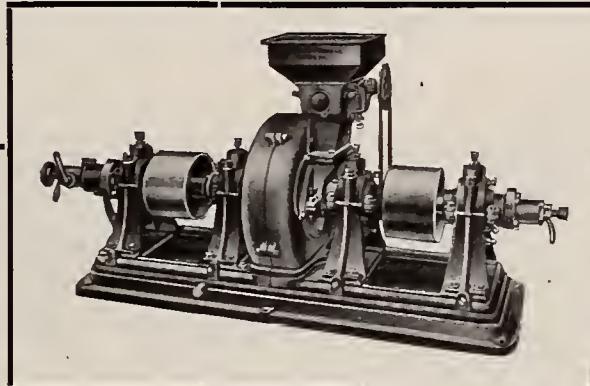
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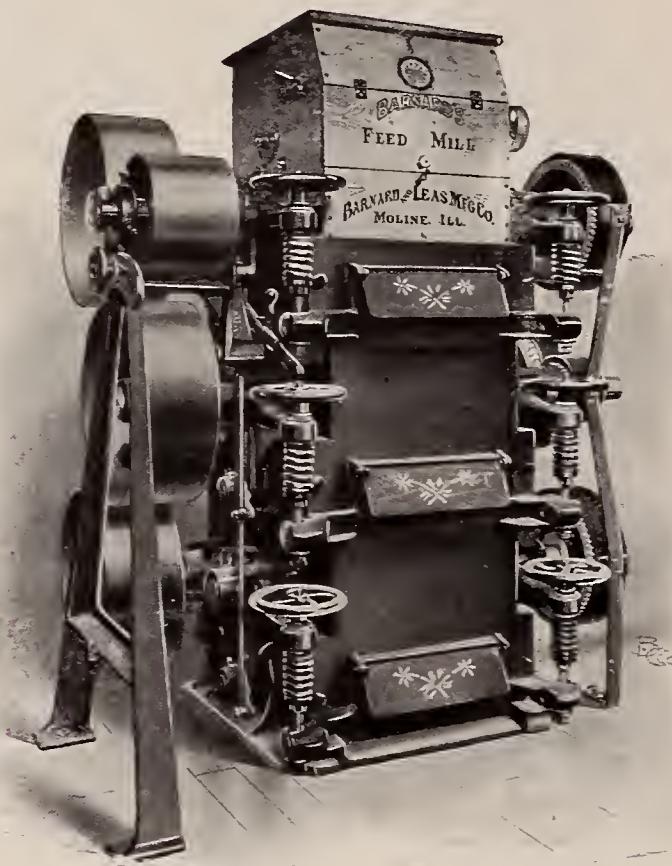
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Full measure as to capacity for size of mill, quality of work and beauty of design and finish.

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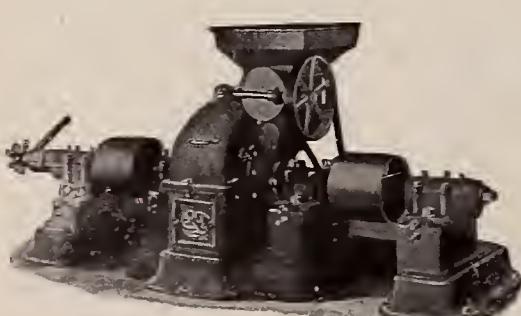
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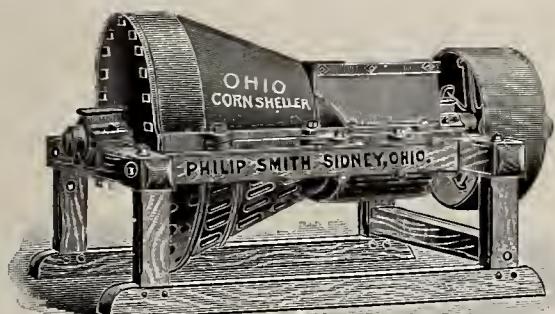


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Your profits as well as your business will increase if you do. "Clipper" Cleaners stand for all that is best in grain, seed and bean cleaning machinery, and we challenge any manufacturer of grain cleaners to produce as good a combination machine as the "Clipper."

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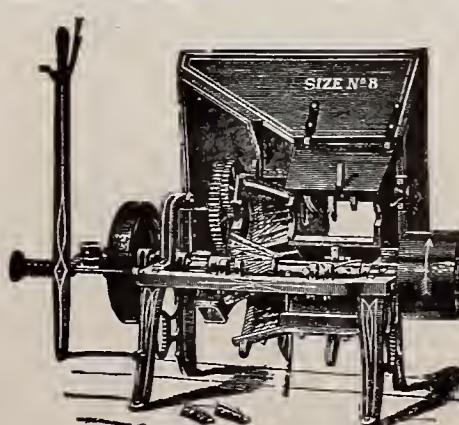
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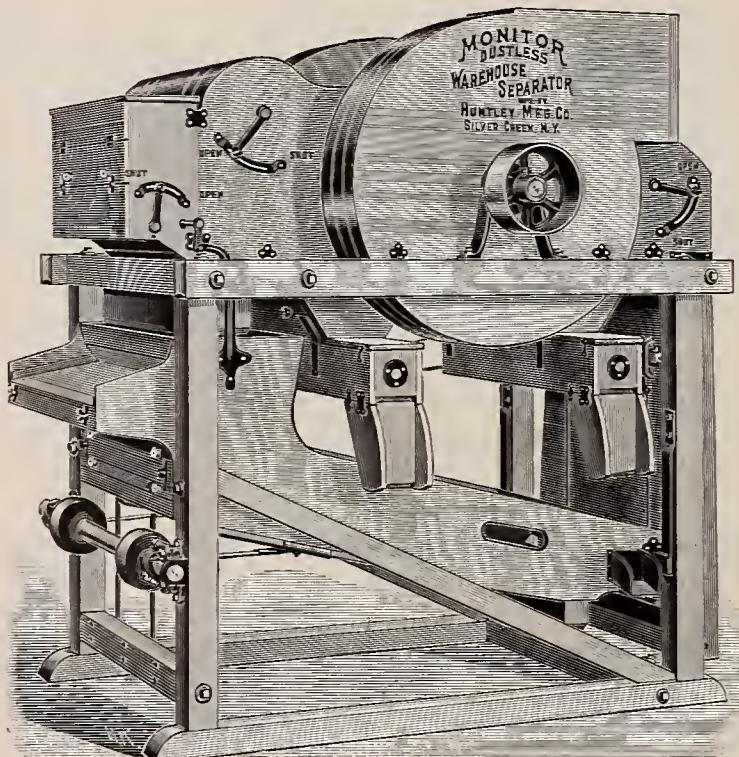
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Monitor Dustless Warehouse and Elevator Separator

Has all the advantages of the best screen and sieve separations, and, in addition, the air separations which have never yet been equaled in any other machine; these are exclusive Monitor features and are patented.

Our reputation for honest machines is back of every one of these separators and they have the endorsements of thousands of users everywhere.

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Hotel Savoy, Kansas City, Mo., H. C. Draver, Southwestern Agent

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

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INDEPENDENT ELEVATOR, OMAHA.

Omaha in 1905 handled 19,771,300 bushels of corn, against 21,508,000 bushels by Kansas City and 110,823,444 bushels by Chicago. Less than four years ago Omaha was but a way station in the grain trade, which was conducted there only by a score, perhaps, of brokers and representatives of Nebraska and Eastern and Southern houses, who found it convenient to handle Nebraska business from the Board of Trade Building on Farnam Street. To the opening of the Chicago Great Western Railway to Council Bluffs and Omaha, says G. W. Wattles, president of the Omaha Grain Exchange, may be attributed the changed management of the business and the organization of the Omaha Grain Exchange, which was opened for business to our market."

"It was the firm purpose of the Exchange," said Mr. Wattles, in a speech at the annual meeting of the Farmers' Co-operative Grain and Live Stock Association at Lincoln, on January 17, "to compel the recognition of the Omaha market by the transportation companies and to get a readjustment of railroad

rates on grain throughout the state, so that shipments to Omaha and from Omaha to other markets could be made for the same tariff as the through rate from place of origin to those markets. This demand was refused by those roads which had lines running to the east and west of Omaha; and the war was begun by one of those roads cutting their through rates to Chicago on grain two cents per hundred. This cut was met by the Great Western Railway and all succeeding cuts, until the rates from Omaha to Chicago were reduced to 1½ cents per hundredweight for corn and 2½ cents per hundredweight for wheat. At

the same time a suit was commenced by the officers of the Exchange in the Federal Court to enjoin this road from further discrimination against the Omaha market. The jobbers and large shippers of merchandise in Omaha were organized and they agreed to route their freight into Omaha over those roads that were friendly to our market. By such determined efforts and with a fighting fund of nearly \$100,000 on hand the battle was soon won, and on May 10, 1904, rates were adjusted by all roads entering Omaha in accord-

of the Omaha elevators is about 5,000,000 bushels and this will soon be increased by the Nye-Schneider Elevator with 1,000,000 bushels' capacity. "The storage of large quantities of Nebraska grain near at home," continued Mr. Wattles, "makes it possible to sell to exporters or large consumers to better advantage than before we had a home market. Until recently no such large purchasers came west of Chicago for grain. Since the Omaha Grain Exchange was started many such purchases have been made from our grain merchants, and rates direct from Omaha to Liverpool and other foreign markets have been secured. In some cases these rates have been very advantageous to our market."

Among these new elevators is the "Independent Elevator," shown in the illustration accompanying this article—a modern house owned by the Chicago Great Western Railway, which let the contract for its construction on December 1, 1904, to the Minneapolis Steel and Machinery Co., who designed and built the house, completing it in time to receive new crop small grain, crop of 1905, which was taken into the elevator in August, 1905.

The plant is entirely of steel construction and consists of eight steel



THE INDEPENDENT ELEVATOR, CHICAGO GREAT WESTERN RAILWAY, OMAHA, NEB.

Designed and Erected by the Minneapolis Steel and Machinery Company.

ance with our demands. The net result of this policy by Omaha business men," continued Mr. Wattles, "has been the recognition of Omaha in all rate-making plans in addition to adding two cents a bushel to the average value of Nebraska grain by the reduction of rates." The permanency of the new policy of the carriers is assured by the rapid construction of new grain elevators at the Omaha terminus. No less than ten terminal elevators have been built during the past two seasons or are now in course of construction. These elevators range from 1,000,000 bushels' down to 50,000 bushels' capacity. The present storage capacity

storage tanks and a working house, with a total storage capacity of 1,040,000 bushels. The tanks are 44 feet in diameter and 80 feet high, with a capacity of 100,000 bushels each. The working house is four 16-foot bays long and five 14-foot bays wide with lean-to sheds one story high on four sides. The steel bins in the working house are 65 feet high and rectangular. The interior bins are divided, some of them into two bins each and some into four bins each, so as to give the following units in the working house: 8 bins at 12,000 bushels, 96,000 bushels; 12 bins at 6,000 bushels, 72,000 bushels; 24 bins at 3,000 bushels,

72,000 bushels, making a total of 240,000 bushels. There are two tracks running through the house and one on the outside covered by an awning. There are four car hoppers for unloading, and these are served by two receiving legs of 10,000 bushels' capacity each. All three tracks are supplied with shipping spouts and there is a triple drum car puller with wire cables. There is also a 15,000-bushel shipping leg and the two receiving legs can also be used for shipping.

On the first floor is a cleaner and an oat clipper of the largest size, with independent cleaning and screening legs. There are three scale hoppers of 1,400 bushels' capacity each and the house is supplied with a passenger elevator.

The elevator machinery is entirely driven by alternating current motors, the power being furnished by an independent company. The house is supplied with a complete dust collecting system, discharging to a dust house outside the elevator.

The elevator will be operated as a public elevator—"independent," as the name implies. "The last time that I saw Mr. Stickney, president of the Chicago Great Western Railway," said Mr. Wattles on January 13, denying a rumor that the elevator had been or would be sold, "we went over the situation very carefully, and very much in detail. Then Mr. Stickney expressed himself very positively that he would keep the pledge he made to the business men of Omaha at the inception of the grain market here—that he would forever maintain an independent elevator, free to every buyer and seller in the Omaha grain market, and never subject to the control of any clique or corporation. He deemed such an elevator necessary for the beginning of the grain market and for its preservation. At that time Mr. Stickney had several advantageous offers for its sale, all of which he promptly refused.

"It is true that the elevator has met with many embarrassing situations, and has found obstacles in the way of its success. But when we founded the grain market in Omaha we expected embarrassments and obstacles, and we have found them. But we have grown in spite of them, and have made a magnificent grain market here. And as the grain market grows, we gradually overcome these embarrassments and obstacles, and so will the Independent Elevator."

TRADE WITH GERMANY.

Corn exporters have already begun to feel the pinch of the closing of the German trade by the new tariff in force on March 1. The trade was heavy for January and February delivery, but this ceased soon after February 1.

The future of the trade is entirely in the hands of the American Congress, for the reason that, while the German Reichstag has accepted the proposed higher schedules on wheat, oats, rye and barley, it has not yet acted upon the corn schedule, apparently in the hope that the United States government may give some intimation at an early date of an intention to enter into reciprocal trade relations. The present German duty on corn is 16 marks (\$3.768) per 1,000 kilos, or metric ton of 41 bushels, and it is proposed to raise this to 30 marks (\$7.14, or 17.6 cents per bushel); but this action apparently depends entirely upon the attitude of our own government.

A New York traveler, interviewed by the Commercial Bulletin, says: "It has been a mystery to many people on this side of the water how the German government was able to secure the adoption of the new wheat, rye, oats and barley schedules, as the price of bread would be raised accordingly. The socialist element in the Reichstag brought this argument to bear, but they were appeased with the promise that the sum accruing from the higher duties would be transferred to the Imperial Pension Fund. The general sentiment throughout the empire is not one of enmity to the United States or its products, but, so far as I was able to judge, simply amounts to this: 'Discriminate against us and we will discriminate against you; favor us and we will favor you.'"

Exporters of the bread grains do not seem to be

so much concerned as the corn men, because men must eat, duty or no duty; but the general influence on the trade between the two countries can hardly fail to be bad, for every curtailment of tonnage will assuredly affect for the worse the steamship service between the two countries.

Baltimore and New Orleans are likely to suffer proportionately more than New York by the loss of the German market.

J. O. BRADENBAUGH.

The new president of the Kansas City Board of Trade, J. O. Bradenbaugh, has been a member of that body since 1878, and in the past twenty-eight years has served its members as a working member of almost every committee named in its rules. For six or eight years he has been a member of the directory of the Board. That a majority of his fellow members appreciate his past services and saw in him the needed qualities to make a president who should add to the usefulness and dignity of the Board is apparent by the vote he received.



J. O. BRADENBAUGH,
President Kansas City Board of Trade.

Mr. Bradenbaugh is now connected with the William T. Kemper Elevator Company, owners and operators of the Missouri Elevator, Kansas City.

SOME BIG CARLOADS.

The record carload of oats sold on the New York Produce Exchange was one of fancy white from Marquette, Mich. The out-turn of the car was 2,771.19 bushels, which was eight bushels more than the shipper's invoice.

On the same day a car of hay was received containing 383 bales, or 48,675 pounds, coming from Bradford, Pa., to the Erie hay sheds, being the largest car of hay received over the Erie railway to date.

The largest cargo of grain ever shipped from Newport News was taken by the British steamship, Malikand, at C. & O. pier, No. 5, the amount being over 60,000 bushels of grain. The vessel was built for the East Indian trade and was on her maiden voyage. She is one of the largest freight steamers that ever came to that port for cargo.

The Rea-Patterson Mills at Coffeyville, Kan., in January unloaded the record car for that transfer. The car was of the 50-ton class; but the out-turn of wheat in this instance was 102,150 pounds, net, or 1,702½ bushels. It was loaded at Larned.

On January 26 the British steamer Wimbledon cleared from Galveston with 274,284 bushels, valued at \$128,913, and the steamer Irak followed with 265,707 bushels of corn valued at \$124,882. Each ship carried more corn than was ever before loaded into a ship at that port.

IS A CLEANER A PAYING PIECE OF MACHINERY IN AN ELEVATOR?

BY AN OBSERVER.

In the construction of a new elevator, at the time of remodeling an old one and at other times the question comes up: Shall a grain cleaner be installed? Will it pay for the first cost and the expense of operating?

There are many points of view to this open question, and it must be studied from all sides in order to make an intelligent decision; but we take the view unhesitatingly that as a general principle a cleaner in an elevator does pay from a financial and every other point of view. We think that there is seldom a season when grain is so perfect, so free from the many conditions which cause its condition to be such that its grade cannot be raised somewhat by running it over a good cleaner. Of course, the cleaner used must be selected with special reference to the kinds of grain handled; so that in a section where several kinds of grain are handled, it will be adapted to do good work in caring for each one that may need attention.

Any grain may be delivered to an elevator in a damp or wet condition, either from improper curing, or because it may have become so by being out in the rain. In either case, when in the elevator, it becomes detrimental to the good grain that is in the bins where it may be necessary to put this grain. If left there, it will damage the whole mass; if loaded with the good grain, it is likely to get to market in worse condition than when it left the elevator, and the grade be reduced below that of the poorest grain when shipped.

Of course, in an elevator without a cleaner the grain can be run from one bin into another, which is beneficial to the grain and better than to leave it lying in a mass. But no argument is necessary to convince one how much more efficient and effective it would be to have a machine in which a blast of air can be blown through the grain as it is being run from bin to bin. It would not take many cars of this kind of grain to make a gain equal to the price of a cleaner.

Any experienced buyer knows what results are apt to follow when he takes in wet grain; and he would much rather not buy it at any price. But he is in the grain business. He is out to buy grain and has plenty of competition. His neighbor may be fixed to handle it without a loss. The farmer who has a little of this poor grain always has more of good quality. He will have more in future years that you will want. This future business is to be considered seriously. So how can a man turn away this grain when it is offered to him? How much better would it be to be prepared to take it in at a proper price, fix it up and mix it with other grain and have it go on the market so that there will be no afterclap? Then also use your energies and knowledge to inform the farmer how best to handle his grain so as to have it free from the same conditions another year. Many times the poor condition of grain is due to the farmer's carelessness or lack of knowledge. You can do him and yourself a great service by being well posted yourself and by continually preaching the gospel of good methods of agriculture. The broader your own knowledge and the more firmly you are convinced of the up-to-date principles and advantages of modern agriculture, the greater good you can accomplish in impressing your convictions upon your customers. No one comes in such close touch with the farmer as the elevator man. In no industry is there such an opportunity to get results from the application of practical knowledge as in agriculture. The results will come first to the farmer and then to the grain man; so the latter should always be active to learn and use every effort to open the farmer's mind to new channels of thought which will be of direct benefit to himself as soon as improved methods are put into practice.

You all know that grain which you ship and know to be off, by the time it reaches a terminal and

shall have been inspected and the report passed through and gotten back to you, no matter if it has been out only a few days, will have deteriorated many per cent from its condition at the time of leaving the elevator. In other words, when you ship grain that is not all right, you are in the hands of the inspectors, who may exaggerate the defects of the grain and grade it low, and you must accept settlement on that basis. You cannot say that the grain was in such condition that it could not become wrong by being on the road some time. If properly cleaned, however, you could make such a positive statement; and moreover the grain itself would probably be in such condition that no attempt would be made to class it differently than it really was upon arrival.

Certain markets call for a certain weight to make grades. The shipper must be entirely familiar with the requirements of the markets to which he ships and should frequently study the grades and special features of other markets. Sometimes grain may be in condition for our market and other times it will be advantageous to ship to a different one. It is necessary to be thoroughly posted on all.

Is there any easier way to raise the grade of grain and, therefore, the price, than to take out some of the dust and dirt with a cleaner and thereby increase the test weight? It means several cents a bushel, besides the saving of freight on the dirt which would otherwise have been shipped. If your competitor is equipped with a cleaner, he has just that much advantage over you. You cannot long stay behind. If you have one and he has none, you can see how much you are outstripping him. If neither of you has one, put one in and see how much you will gain on the other dealer. Every business nowadays requires the most modern methods possible. No equipment is too great or expensive, providing it is effective, for the work needed to be done. Someone must and will be the leader; why not you?

There are many conditions under which it is not necessary to clean grain, such as when you ship to feeders and some mills. There are also times when the conditions are such that with grain in proper condition there would be a great advantage in changing shipments. The up-to-date and progressive grain man, who studies and keeps posted on all the principal markets, is not satisfied to stay in the ruts that he has followed for years and ship to the same market continually. He knows them all and is always on the lookout for new openings. A reputation for the delivery of the kind of grain contracted for in one market is valuable. But the same reputation in a number of markets is much more valuable. Such a reputation is impossible where one is entirely dependent upon the quality and condition of grain as it comes from the farmers. Many of them are too careless or lack the knowledge as to the proper care of grain from harvest until it is marketed. No two successive years will find grain in the same condition. Almost every year some kind of grain will have one thing or another the matter with it, which can be greatly remedied and improved by the use of a good cleaner. Thus year after year one can turn out a much more even grade of grain. The weather conditions do not affect your grain after it leaves the elevator anywhere nearly so much if it has been put through a thorough cleaning process. Take a season that is very wet at harvest time, or after wheat has been cut; this causes grain to sprout and reduces the grade a great deal. After running through a scourer there is no sign of sprouts and the grade is raised all it would have lost if shipped as it came in.

With corn the very fine screenings taken out on a cleaner, the fine dust and broken kernels, is just the stuff that, remaining in, fills up the spaces between the kernels and more than anything else causes it to heat if not removed. Together with the cleaning, do some judicious mixing and there is no question about the financial results.

The recent news that a tramp steamer has been chartered at Boston to carry a cargo of grain

to Europe is of importance, inasmuch as this is the first time the thing has been done for a number of years. The regular liners usually take care of the grain business, but at the moment their space was completely filled, so that the steamer Symra had to be resorted to. Her shipment amounted to 144,000 bushels of macaroni, destined for a Mediterranean port.

D. M. WYLIE.

Douglas M. Wylie, who was recently re-elected president of the Baltimore Chamber of Commerce, has filled a number of important offices in the Chamber of Commerce. He was second vice-president in 1896, first vice-president in 1898, and before his election as president in 1905 was chairman of the executive committee. He occupied a similar office some years ago, and has also been a member of important committees.

Mr. Wylie was born in Baltimore in 1865. He received his early education in private and public



DOUGLAS M. WYLIE,
President Baltimore Chamber of Commerce.

schools in Baltimore, and also attended the Johns Hopkins University, after which he studied abroad. In 1885 he became identified with the firm of Wylie, Smith & Co., which firm afterward became known as Wylie, Son & Co. It is the oldest grain and flour commission house in Baltimore. Since the death of Mr. Wylie's father, the late Robert M. Wylie, in 1902, the former has been head of the firm.

Mr. Wylie is, or has been, a director of the National Bank of Commerce and the Eutaw Savings Bank, the Terminal Warehouse Company and the Chamber of Commerce Building Company.

He is also prominent in the religious and benevolent activities of Baltimore, being a prominent figure in the Charity Organization Society, the Maryland Bible Society, the Egerton Female Orphan Asylum and others.

ANOTHER BILL OF LADING FRAUD.

The Kansas City Journal of recent date tells a story of bill of lading fraud that sounds another of the numerous variations of the tune possible in that line of swindling. The victim was the Helm Grain Company of Kansas City, who were defrauded by a man using the name of Gust. Witt, a reputable merchant and grain shipper at Hudson, Kan. The swindler, knowing in some way that George W. Helm, of the Helm Company, had had his attention specially called to Witt as a grain shipper, made the acquaintance of Mr. Helm and announced that he wanted the company to handle a shipment of grain then on the road from Hudson. On the

following afternoon he went into the Bankers' Trust Company and handed in the bill of lading for a car of grain with a draft for \$2,100 attached, telling the cashier that the Helm Company would take up the draft. The bill of lading and draft were sent to that office, who returned a check to cover the amount. Just before the bank closed the supposed Witt obtained from the bank \$750 on his \$2,100 account. Later he went to the Helm Company's office, it appearing to Mr. Helm that Witt had been drinking, his conversation being very rambling. Mr. Helm became suspicious and telephoned to the Missouri Pacific agent at Hudson (the bill of lading having been made out on that line) and asked him if such a shipment had been made on the date shown on the bill of lading. He then found out the whole thing was a fraud, and immediately notified the police.

[Official Circular to Iowa Grain Dealers.]

SHRINKAGE IN WEIGHT OF HEATED GRAIN.

BY GEORGE A. WELLS, SECRETARY.

I desire to call your attention to the loss in weight, or shrinkage, that is certain to occur when grain becomes heated, and that the amount of such loss will depend upon the degree of such heated condition.

Corn in a normal condition contains about 15 per cent of water; but the corn going from Iowa this winter contains about 20 per cent of water, and it does not require much heat to absorb at least this excess of 5 per cent. Thus we can readily see that a 60,000-pound car of such corn, that becomes heated in transit, may easily shrink 3,000 pounds in weight. The shipper of such a car of corn must therefore suffer a loss of about 2 cents per bushel in the shrinkage, besides the discount in price.

A certain terminal elevator put 1,500,000 bushels of No. 2 wheat in store in August and September, 1902, and loaded it out in April, 1903. It became heated, and the shrinkage in weight amounted to 21,000 bushels.

One hundred thousand bushels of No. 2 corn were put in store in a terminal elevator in January, 1903. This became hot during the germinating season, and the shrinkage in weight was 9,000 bushels. This being No. 2 corn, the moisture content was normal, but the heating process absorbed it just the same.

A certain distilling company says: "We find that the hot corn we are using varies from 10½ to 14 pounds per bushel shrinkage in drying it out."

A case is known of a car of corn that was loaded out of an elevator and stood on track for some time, during which it became heated. It was weighed back into the elevator again and found to have lost 20 bushels in weight.

Two cars of corn weighed out of terminal elevator in Chicago 14 days later were weighed into a distilling plant. During the time the corn was in the cars it became heated. One car lost 2,000 and the other 2,020 pounds.

WHAT IS THE MATTER WITH GRAIN SPECULATION?

"Rules are against the buyer," say King & Co., Toledo. "Most markets have legislated against the buyer. Millers and elevator men who hedge fear manipulated markets. They are willing to rake in the premiums on futures which the bulls contribute. Most markets have discouraged bulls by making almost any old thing deliverable upon contracts. New York took in Buffalo, and made a variety of grades deliverable. Chicago allows three kinds of wheat and St. Louis several. Toledo still adheres to the single gold standard. Duluth tried a silver basis."

"A St. Louis dealer wisely says: 'Discriminating against the buyer we consider as the main cause of the dullness in the grain trade. Every rule that has been passed in Chicago, St. Louis or New York has been aimed at the buyer. There

seems to be an element in the trade who think if we can kill off the buying power that we will have a good market. Every other line of business is run on the theory that everything possible should be done to encourage buying. While we are regarded as a bear house, we realize the fact that unless we have buyers in the market, a bear cannot make any money."

[For the "American Elevator and Grain Trade."]

NEW WEIGHING SYSTEM AT CINCINNATI.

BY HARRY W. KRESS.

Having completed my study at Toledo of inspection and terminal conditions, I made a stop at Cincinnati on my way to Washington, D. C., and Baltimore. I find Cincinnati has changed its weighing system to a higher plane of efficiency, which should make every shipper to Cincinnati feel good. It seems as though the present wave, breaking over the country, of what to-day is termed a "square deal" is putting renewed life into some of our Rip Van Winkles in the grain business, who have been singing that old song, "Please Go 'Way and Let Me Sleep." There is no doubt but that some of the receivers and track buyers have become so thoroughly used to hearing complaints on weights urged from country shippers that the wastebasket was a convenient receptacle for a good many of them, but as one party put it, jokingly, the wastebasket took fire and Rip Van Winkle's dream was over.

Because some of these men happen to be above suspicion is no reason why they should suppose everybody else is the same. Shortages do not digest well with shippers; and I am glad to see the Cincinnati Chamber of Commerce alive to the interests of the country shippers and become one of the standard bearers of that which stands for a square deal and regard for shippers' rights.

In the past the chief weigher operated on what is termed the fee system; to-day, however, the chief weigher, Mr. W. McCallister, is paid a salary, as are his deputies, thus doing away with those seemingly stigmatical words, "fee system," and in the latter's place we have a weighing bureau. A car of grain arriving at Cincinnati now is inspected and resealed with the inspector's seal, after which the weigher takes the car in hand, remarking its condition on his certificate. If this car should be unloaded at some siding, it is sealed during the noon hour, as well as at night, with a weigher's special seal, which is a very good protection.

The railroads entering Cincinnati are co-operating harmoniously with the Chamber of Commerce to see that the shippers get every pound due them. The charges on weighing have also been reduced to 50 cents a car.

Mr. W. McCallister, the newly appointed chief weigher, has served with the Pennsylvania Railroad Company for over twenty years and, having been in close touch with all the grain men, is thoroughly awake to the needs of reform on weighing. He is putting forth every effort to make the shipper safe and make the word "Cincinnati" an incentive for the country shippers to sell there.

Attached is a copy of the new official weighing certificate (without the duplicating stub), the conditions on the back of which should be gratifying to the shippers:

Notation on Back.—"This official certificate is issued in accordance with rules and instructions of the Cincinnati Chamber of Commerce and its weighing bureau. Notice to shipper or owner.—This report gives the exact condition of the car when it came under the weighing bureau examination, as detailed on the opposite side of this certificate. If there be a shortage in weight, and it is shown by this report that it is due to the defective condition of the car, this document, with an affidavit from the shipper that the car was in good order when loaded, accompanied with copy of bill of lading and expense bill, will serve as a

valid claim against the railroad company for loss of property."

Note by the Editor.—The Chamber of Commerce has published the rules governing its weighing bureau, copies of which may be obtained on application to the superintendent, C. B. Murray. These rules create a chief weigher, who is the executive officer, with full power to act, save that in the matter of employing or discharging assistants his acts are subject to the approval of the directors. The duties of the weighers in their relations to grain on arrival are covered by the following rules:

Rule 4. Weighers shall keep correct records of the property weighed, in books kept for that purpose. Such records must show the kinds and amounts of property weighed, the dates on which it was weighed, the numbers and the initials of the cars from which it was weighed, or the cars into which it was weighed or transferred, and such other particulars as may be designated by the board of directors.

Rule 5. Weighers shall examine the condition of every car they weigh, and shall make records accordingly, giving full particulars if the car be found in bad order in any way, and the nature of any damage, and whether the car was or apparently had been leaking, much or little.

Rule 6. Weighers shall seal the cars with weigher's seals after the property has been weighed and loaded into the cars, such seals to be furnished by the Chamber of Commerce. It shall be misconduct for any person not a weigher to break a weigher's seal affixed

the same day, and if any weather changes between time of weighing gross and tare during same day, then cars must be reweighed. If a car cannot be transferred on day of weighing gross, it must be reweighed on the day of transfer.

Rule 15. When contents of a car are to be weighed on wagon scales, or at places where a weigher is not continuously located, the unloading must be completed by the buyer by or before the close of the day following the starting of the unloading, unless longer time be authorized by the chief weigher. Under any delay beyond the time so specified or authorized the car shall be closed and sealed by the weigher, and there shall be a charge of \$2 per car per day for the period of such delay, to be paid by the buyer to the Weighing Bureau.

Rule 16. The charge for weighing shall be as follows: Where a weigher is continuously located, 50 cents per car for grain and \$1 per car for hay; where a weigher is not continuously located, \$1 per car for grain and for hay.

Rule 17. Where weighers are furnished to private elevators and private warehouses, the proprietors thereof shall, in addition to the monthly salary payment to the Weighing Bureau, pay 15 cents per car for grain weighed in, and 30 cents per car for hay weighed in; these additional payments to apply toward cost of maintenance of the bureau.

Rule 18. The fee of weighing shall be paid by the shipper. Where the fee is \$1 per car for weighing grain, the seller may charge the buyer one-half of the weighing fee. On all transactions representing purchases on track or to arrive, when bought on Cincinnati weights, or shipped on consignment on such terms, official weights shall govern, and official certificates shall be furnished the seller or consignor.

Rule 19. Weighing of grain, hay and feed shall be at the place of delivery, unless otherwise agreed be-

CINCINNATI CHAMBER OF COMMERCE WEIGHING BUREAU.

CERTIFICATE NO. _____



Condition of car

— WHERE LEAKING —
 ... Over Grain Door. At End Window. Boards.
 ... Through Grain Door. At End of Car. Grain Door.
 ... At Bottom of Grain Door. At King Bolt. (SEE OPPOSITE SIDE)
 ... At End of Grain Door. At Draw Bar.
 ... At Side Bar. By Bulge in Door.

Initial _____ Car No. _____

Contents of car _____

Cincinnati, Ohio _____ 190

Weight Gross _____ lbs.

Tare _____ lbs.

Net _____ lbs.

Examined by _____

Where _____

SEALS:

Side _____

Fee \$ _____

Side _____

End _____

Weighed by _____ Weigher.

FAC-SIMILE OF THE FACE OF THE CINCINNATI CHAMBER OF COMMERCE WEIGHING BUREAU'S CERTIFICATE.

to any car of grain or other produce. Cards shall be furnished by the Weighing Bureau, designating the initials and car numbers of cars officially weighed for shipment, indicating that such cars to which these cards are attached have been weighed by the Cincinnati Chamber of Commerce Weighing Bureau. Such cards shall be attached by the weigher to all officially weighed outgoing cars.

Rule 9. Weighers shall be furnished to private elevators and private warehouses on application of proprietors thereof, and upon approval of the board of directors.

Rule 10. Superintendents of public elevators and superintendents of public warehouses may be appointed official weighers, without expense to the Chamber of Commerce or the Weighing Bureau. Weighers thus appointed shall act under the full control, supervision and direction of the chief weigher.

Rule 11. In all cases where railroads entering Cincinnati shall establish, maintain and operate at their own expense suitable wagon scales, convenient to their regular unloading yards, and shall be represented by membership in the Chamber of Commerce, weighers shall be stationed at these scales by the Weighing Bureau. Sum sufficient to pay the salaries of weighers so furnished shall be paid by the railroad companies to the Weighing Bureau, and weighers so furnished shall be under the supervision and direction of the chief weigher, and shall make reports to the chief weigher, and for services of such weighers there shall be charged and paid into the Weighing Bureau the regulation fees, and such weighers shall in all respects act as required of other weighers.

Rule 12. There shall be a number of weighers unassigned to any location sufficient to act in weighing grain, hay and other commodities where a weigher is not continuously located.

Rule 13. All wagons to be used in the removal of contents of a car to be weighed must be weighed empty prior to loading from the car, and such wagons must be stripped of all movable covers, tarpaulins or other articles. All boxes attached to such wagons must be opened and inspected by the weighers before such wagons are weighed. Empty wagons must be weighed as often as the weigher requires. No wagon shall be allowed to go to cars after 6 o'clock p. m. or before 6 o'clock a. m. without the weigher having been notified of such intention and giving consent thereto. No sacks shall be allowed to be weighed in empty wagons.

Rule 14. When weighing in carload lots on private track scales, weighers shall weigh gross and tare on

tween seller and buyer; the place of delivery to include any point where the Chamber of Commerce maintains a weigher.

Rule 20. Official certificates of weight shall be issued by weighers acting under the Chamber of Commerce, such certificates to be of such form as authorized by the board of directors. Official certificates must show the entire contents of each car unloaded, designating the number of bales or sacks, if so loaded, and must show the initial and car number from which the property was unloaded. For grain, hay or feed, certificates shall report also the condition of the car, with such other details as the nature of the case calls for. Original and duplicate certificates shall be furnished to the party ordering the weighing, and if the weighing is not by order of the seller he shall be entitled to receive a copy of the certificate.

Rule 21. At all places where a Chamber of Commerce weigher is located, all grain, hay or feed shall be weighed when loaded out in carload lots, but there shall be no fee charged for this weighing out.

Rule 22. Upon application or request of railroad companies maintaining wagon scales as provided for in these rules, and in consideration thereof, there shall be furnished to such railroad companies by the chief weigher official Chamber of Commerce certificates on any property that shall have been weighed by the Weighing Bureau and in which the railroad company so applying may be interested; provided, however, that any railroad company not having established wagon scales as provided for in these rules shall be furnished with official Chamber of Commerce certificates on any property that shall have been weighed by the Weighing Bureau and in which the railroad company so applying may be interested, upon the payment of a fee of 15 cents per car for all certificates so requested.

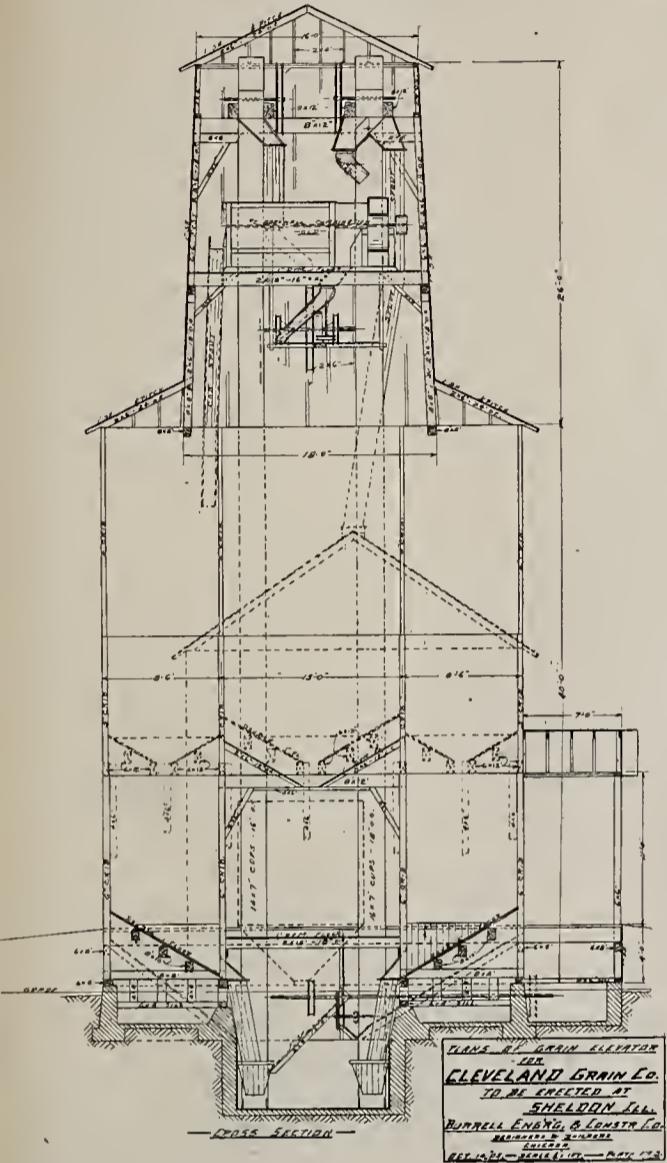
Rule 23. No weigher acting under the Chamber of Commerce shall be permitted to weigh commodities in which he is interested as buyer or seller.

Speculation continues rather indifferent. One Chicago firm (McReynolds) suspended yesterday. Post said it was due to "dry rot." Large majority there, here and elsewhere, are not paying expenses and are praying for a change. What will cause it?—King & Co., Toledo.

**CLEVELAND GRAIN COMPANY'S
ELEVATOR AT SHELDON, ILL.**

The accompanying engravings are made from the architect's plans of the new local elevator just completed for the Cleveland Grain Company at Sheldon, Ill., by the Burrell Engineering and Construction Company of Chicago. This elevator is of the type commonly called by the contractors a combination house, which it is, not only in name but in fact.

The elevator proper is of cribbed construction and will be used for small grain. It is 30x30 feet



CROSS-SECTION, ELEVATOR AT SHELDON, ILL.

on the ground and 40 feet high to the top of the bins, surmounted by a cupola 18x30x26 feet high.

In the rear of the elevator is an ear corn storage, 24x32 feet on the ground by 24 feet 4 inches high. The ear corn is elevated to the cupola and then discharged through a spout to the storage in the rear. When ready for market it is re-elevated, run through a combination sheller and cleaner in the cupola, and may then be discharged direct either to the car or to the storage bins.

The machinery equipment is as follows: One elevator leg, fitted with 16x7-inch cups; one elevator leg, fitted with 14x7-inch cups; one No. 2 Cornwall Combination Sheller and Cleaner; one 600-bushel Buffalo Hopper Scale and two Gerber Distributors, together with the necessary power transmitting machinery. All of the main drives are rope transmission, the power being derived from the new power plant being installed for the transfer elevator, about 200 feet distant from the buildings.

This elevator is one of the best of its kind in the state of Illinois, or, for that matter, in the United States.

The stock market in New York reached high record prices for many issues, and in the East everybody is happy. Union Pacific, which sold within ten years at \$2.50 per share, is booming at \$158.50; Baltimore & Ohio, that within the same period was peddled at \$12.50, now is "hankered" for at \$116.25; and so on through the list.

with many more marked instances. But wheat, which everybody must have, but which nobody cares to invest in, is neglected and lower—a case of “rattle his bones over the stones; he’s only a pauper whom nobody owns.” Within the month the Senate will probably enact a ship subsidy bill to practically tax grain growers to help out the stockholders in “International Marine” and other steamship companies. Why wonder at the increased lawlessness of the country!—Pope & Eckhardt Co., January 20.

bushel, shall be cool and reasonably free from other grain and seeds, and not good enough for No. 4, and may include barley with a strong ground smell or a slightly musty or bin smell.

The new rules have not yet been promulgated by the Commission, but, if so treated, the announcement thereof will be made in ample time to prevent any confusion on the market or interference with existing contracts.

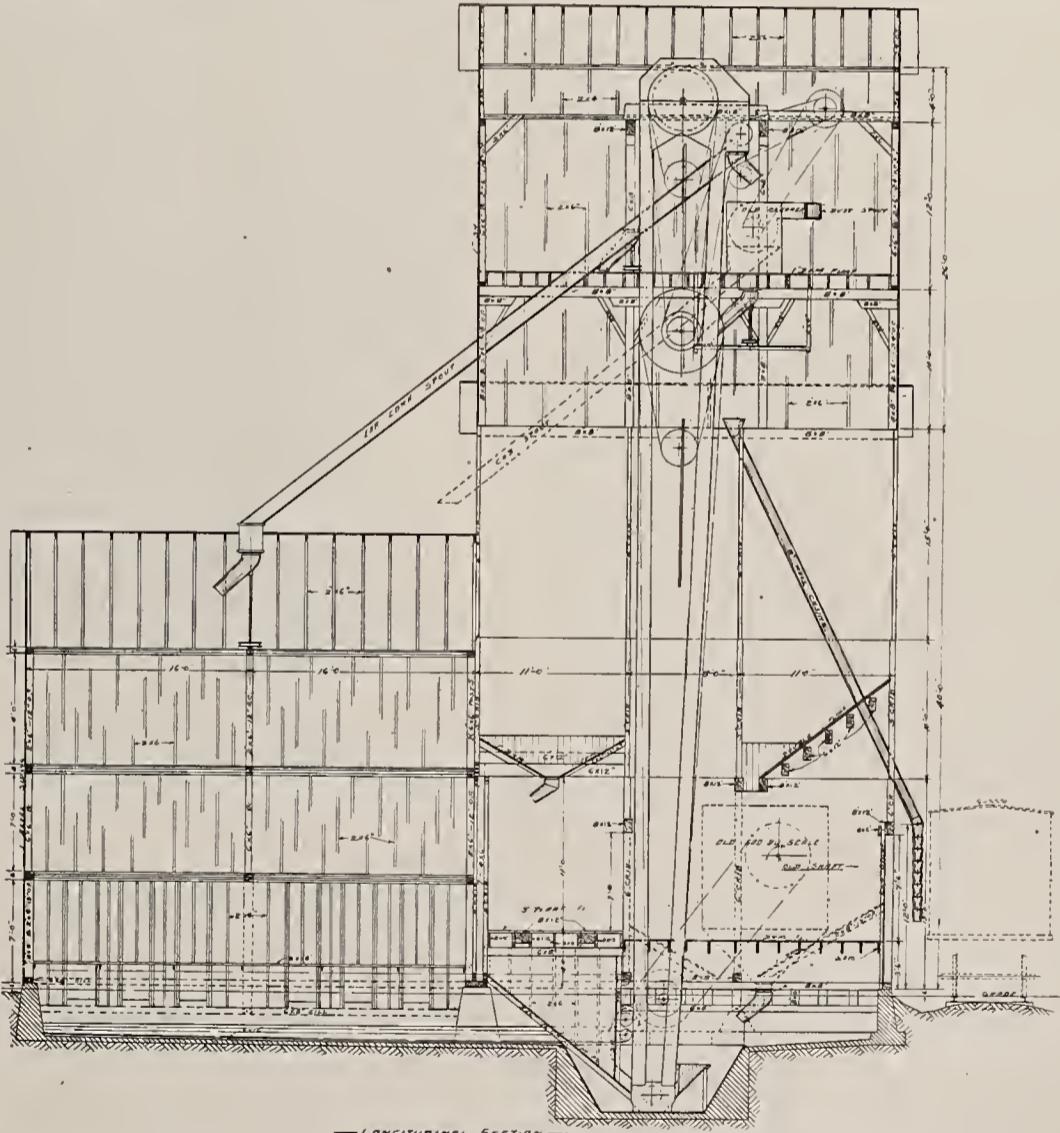
On January 26 Chief Inspector Cowen issued the following circular to the shipping trade, which explains itself:

I have been anxious to render the best possible service to all interests, and in conference with the governor recently he suggested a plan with which I heartily agree. I am submitting it to you now for your approval.

Governor Deneen's idea is that co-operation will do more than any other one thing to bring about good inspection and satisfactory results to the shipper. In carrying out the governor's plan, I have had printed a form which can be filled out by the shipper and mailed direct to me; I then can watch for the car, and if the inspection is different from the judgment of the shipper, I will at least be in a position to see that it receives correct inspection according to the rules.

I would not expect the shipper to send the number of every car loaded, but when he has loaded line grain, or grain to apply on contract, it might be to his advantage to send this information.

I have been so successful in the past in cases where the shipper wrote or wired me direct that I wish now further to urge you to communicate with me by wire or letter when you have any



LONGITUDINAL SECTION, CLEVELAND GRAIN CO.'S ELEVATOR, SHELDON, ILL.

and requirements for No. 4 white corn raised from 87 to 95 per cent, making it practically pure white. The proposition to grade kiln-dried corn not higher than No. 3 was defeated, and it is to be graded on its merits.

The proposed addition to the grading of oats, establishing yellow oats Nos. 1 to 4, was disapproved of, but an addition of Nos. 1 to 3 clipped oats was made.

The inspection rules for barley adopted by the Chicago Barley Association were approved of, with the exception of the change in feed barley, making it read No. 1 feed barley. This grade shall test not less than forty pounds to the measured

unsatisfactory inspection, and I will have your grain reinspected without any cost to you.

The shippers in the past generally have made their complaints to the consignee, and in most cases the grain has been unloaded and the identity of it lost before the inspection department was advised. It is for this reason that I think the plan suggested by the governor will bring about good results.

I inclose herewith several copies of a form to be filled out, which will give us the necessary information, enabling us to locate the cars after they arrive in Chicago. If you think well of the plan I would suggest that you have cards printed covering the same points outlined in the ones inclosed. Yours very truly, W. S. COWEN.

W. S. COWEN,
Chief Inspector.

Postal card blanks ruled to show the date of shipment, car number and initial, station shipped from, railroad arrival at Chicago, consignee and probable grade, were sent out with the letter.

The shipping public has since been quite free in its use of these cards and the results so far reached are quite interesting. When a car has arrived of which the inspector has received notification as above, the track inspector has had his attention specially called to it. He inspects as usual and also sends a sample to the office if his opinion of the grade differs from that of the shipper. It is then reinspected in the office and the inspection changed if it should be changed. Up to February 8, when a representative of the "American Elevator and Grain Trade" consulted Mr. Cowen, it appears that in no less than 75 per cent of the cars so reported the shipper and the inspector agreed upon the grade. Practically no changes are made on reinspection, but in all cases of difference the inspector reported the condition of things here to the shipper, who in several cases replied thereto, expressing the belief that the grade given by the inspector was probably correct and acknowledging on reflection the existence of circumstances in connection with the shipping likely to affect the grade.

The department is so far highly pleased with the results of this experiment, believing it will result in bringing shippers and the department in closer and more friendly relations.

Inspector Scott Gale has been inspecting grain transferred at Dixon, Ill., from C. & N.W. to I. C. cars to go South.

On January 30 Governor Deneen appointed Fritz Einstman Jr., Chicago, chief grain inspector at East St. Louis, to take the place of Charles Davis, who comes to the Chicago office. He also appointed several men to the force in Chicago, track inspectors, sample clerks, etc.

NASHVILLE AS A GRAIN MARKET.

Since the entrance of the Illinois Central and Southern Railroads into Nashville, Tenn., there have been repeated rumors of an expansion of the elevator facilities of the city and corresponding increase in the local grain handling business. Nothing definite, however, was given out until February 2, when the *Banner* newspaper announced that Vice-President Harahan of the Illinois Central, then in the city attending a joint conference of officials of the two roads named, had stated positively that the matter of a new grain elevator had been decided upon. He said that three locations on the belt line of the Nashville Terminal Co. were under consideration. The house will be a million-bushel plant and will be erected in time to handle the crops of 1906.

It is estimated that the stocks of grain which are held in Nashville continually will average 400,000 bushels of wheat, 200,000 bushels of corn and 400,000 bushels of oats. The handling facilities of the city for grain are boasted of as the best in the South. Besides the eight mills, great and small (giving the city the title of the "Minneapolis of the South"), there are twelve elevators, which have a combined capacity of 1,250,000 bushels, and seventeen warehouses with combined capacity of 1,750,000 bushels of sacked grain. These plants are in the hands of twenty-five established dealers and include the only inland concrete elevator as well as the largest steel tank elevator in the South. The annual cash valuation of grain handled at Nashville has been estimated at upward of \$15,000,000, represented by more than 250,000 cars of grain shipped on the railroads and nearly 700,000 bushels delivered from Cumberland River territory by boats.

The U. P. Ry. started a "seed corn special" over its Nebraska lines on February 13, to be out four days.

A YORK STATE ELEVATOR.

New York elevators, like those of New England, as a rule are distributors of grain rather than assemblers, as in the West; or else they are attached to flouring mills. Their size and equipment is, therefore, contingent upon the amount of grain and feed consumed in a given neighborhood, or indicative of the amount of business done by the mill. During the past season or two, owing to congestion at Buffalo, interior New York millers, who have not been provided with ample grain storage, have been greatly hampered for want of wheat; and in order to protect themselves against intermittent arrivals, some of the larger millers have built elevators for storage.

Among these firms is Farwell & Rhines of Watertown, N. Y., whose new house, built during

Great Western in Iowa. Professor Holden of Ames will have charge of the work, and the train will be conducted under the direction of the Iowa Grain Dealers' Association. Stops will be for 40 minutes each. It is probable that in addition to the Great Western service a train will be operated over the lines of the Minneapolis & St. Louis and the Iowa Central roads and over the Marion and Kansas City and Davenport and Ottumwa divisions of the Milwaukee road, which were not traversed last year.

ELWOOD GRAIN AND ELEVATOR COMPANY.

The Elwood Grain and Elevator Co. of St. Joseph, Mo., which, as stated in these columns a month ago, will operate the Elwood Elevator near



FARWELL & RHINES'S GRAIN ELEVATOR AT WATERTOWN, N. Y.

the past summer and fall, is shown in the accompanying picture. The building is 40x60 feet in size and 87 feet high. There are 17 bins of 4,000 bushels' capacity each, and a receiving bin of 1,500 bushels' capacity, giving a total capacity of 65,000 bushels. The U. & D. Railway siding next the elevator has room for ten cars, which are moved by wire cable and unloaded by power shovel. The grain is elevated to the receiving bin, weighed, cleaned and then sent to the storage bins, each of which may be emptied into cars or wagons.

The power is a 25-horsepower electric motor, with distribution by rope transmission. The motor room is asbestos lined and believed to be fireproof. The machinery was supplied by the H. W. Caldwell & Son Co., Chicago, and Noye Manufacturing Co. of Buffalo. The plant was put into operation just before the holidays.

Messrs. Farwell & Rhines are owners of the Crescent Hungarian Roller Mills, manufacturers of flours and of the various brands of "Criss-Cross" cereals.

The first seed corn special for 1906 will leave Blockton, Iowa, on February 15, and ten days will be devoted to covering the territory of the

St. Joseph, formerly controlled by the Harrouns, was organized at St. Joseph on January 15, by W. H. Ferguson of Lincoln, Neb., president; Wm. Nash of Chicago, vice-president; F. J. Delany of Kansas City, vice-president and treasurer; John C. Kneer, St. Joseph, secretary. The company is capitalized at \$20,000 and began business about February 1.

Mr. Ferguson is said to conduct the largest grain business in Nebraska owned by a private individual, and is heavily interested in the Beatrice Creamery Co., doing a business last year, in butter, eggs and separators, of over \$12,000,000. Wm. Nash is president of the Nash-Wright Co., Chicago; F. J. Delany is treasurer of the Nash-Ferguson Grain Co. of Kansas City, while Mr. Kneer was formerly connected with the Harrouns at St. Joseph. E. J. Maxwell, one of the directors, has been superintendent of the elevator which the company will operate.

Grain last season was carried on the Erie Canal from Buffalo to New York for 87 cents a ton, or 1.75 mills per ton mile. The cost of carrying on the proposed barge canal is estimated at 26 cents a ton, or 0.52 mill per ton mile.

INDIANA GRAIN DEALERS.

The fourth annual meeting of the Indiana Grain Dealers' Association, held at Indianapolis on January 17 and 18, was interesting from point of numbers in attendance, from point of excellence of papers read and from the general good feeling which members carried away with them at the close of the meeting.

That the Association will have a good year is assured by the following officers, who were elected at the meeting: President, E. M. Wasmuth, Roanoke; vice-president, T. A. Morrison, Kokomo; members board of directors, A. F. Files, Muncy; J. W. McCardle, Indianapolis.

The sessions were held in the assembly room of the Denison Hotel, the Wednesday morning session being called to order by President George C. Wood of Windfall, at 10:30 a. m. He read his annual address, in substance as follows:

An enumeration of the achievements of this Association and the local organization of the state seem to me to be opportune at this time. Among the first I wish to mention is the changed relationship existing among competitive dealers. Selfishness has given way in a large measure to broad-minded business methods; second, through the influence and co-operation of the local, state and national organizations, arbitration has become the rule and not the exception in the settlement of differences arising between members of local associations and between members and receivers at terminal markets; third, the influence exerted and results obtained by the different associations in bringing about systematic weighing methods and correct weights in terminal markets has been very great—the last recruit to fall into the procession of correct and impartial weighing methods was Cincinnati; fourth, the Indiana Railroad Commission; fifth, the Grain Dealers' National Mutual Fire Insurance Company, to my mind the greatest boon to elevator owners and the greatest achievement wrought so far by association work.

While the foregoing are among the most important things accomplished by association work, is there nothing to be done in the future? Are there no more methods to be devised and further wrongs to be righted? Are there no rough places to be smoothed over? My experience as a grain dealer leads me to make the following recommendations, asking the Association to take such action in reference thereto as it may deem wise and prudent, after due deliberation and discussion:

First—That this Association, as such, work in harmony with Purdue University and in every possible way assist its faculty. (a) in the distribution of its literature pertaining to agriculture, and more especially the literature relating to the selection and care of seed and the cultivation of cereal crops; (b) that the Association, as such, go before the next legislature of this state and ask for an increased appropriation to be made for the university, to the end that the agricultural interests of the state may be the better developed and enhanced. The enterprising farmer who takes the lead in introducing a better breed of cattle or hogs or a better variety of seed grains or a more systematic and intelligent cultivation of his crops is a benefactor to his neighbors in the community in which he lives, and likewise to those who handle the product of his skill and enterprise; so also correct weighing, impartial inspection, lower insurance, fair and efficient service by the transportation companies, all inure alike to the benefit of the elevator owner and the producer, upon whom the grain merchant is dependent; (c) that the Association use its influence with the different railroad companies of this state to induce them to run "Corn Specials" over their various lines.

The second recommendation is the establishment of a claims bureau. There are three potent reasons in my judgment why a bureau of this kind should be established: (a) A bureau of this character would be able to give the shipper specific instruction as to the preparation of his claim, i. e., all papers, data, etc., necessary to its successful prosecution; (b) I believe through such a channel shippers would collect a great many small claims that would otherwise not be pressed on account of the trouble and delay in their collections; (c) if such a bureau is instituted and maintained, every just claim pressed for collection, even if a resort to the courts should become necessary, the railroad companies, receivers and commissioners who are disposed to be unfair would soon learn that a just and equitable adjustment of these matters would in the end by far be the best and most profitable.

Third—I believe that I am strictly within the bounds of truth when I say there is a widespread belief among shippers in general that the exigencies of the case determine the grade of our grain, and that often the merits of the grain are lost sight of. For example, if there is a scarcity of grain at the seaboard terminals and boats on demurrage waiting to be loaded, almost any kind of grain will grade; but reverse the situation and substitute a plethora of grain at the seaboard and no boats, and you have a condition when you have scarcely anything that will grade contract. Take for an illustration the grading of the present crop of corn. A certain quality of corn grades No. 4 at Philadelphia, and the same quality of corn grades invariably rejected at Baltimore, with a difference of about five cents per bushel in the price, and the two cities less than 200 hundred miles apart. The same quality of corn should bring relatively the same price in any seaboard market, regardless of the name of the grade attached to the inspection certificate. I, therefore, recommend that this Association

endorse the "McCumber Bill" for the inspection of grain by the national government, with the hope, if such legislation is enacted into a law, of accomplishing three things, viz.: (a) Uniform grading and the same grade by the same name in all markets under the direction and supervision of the Agricultural Department at Washington, and not have what is termed contract corn in one market under the head of mixed corn, in another under the head of steamer corn, in another No. 3 grade, and still another market having the same quality of corn graded as No. 2. (b) In the second place such inspectors, so appointed, would be free to mete out even-handed justice to all. As conditions exist now inspectors owe their appointment in the first place, and the tenure of their positions all the time, to the members who constitute our boards of trade and chambers of commerce, with few exceptions. (c) In the third place, under such system of inspection, the fact that the same quality of grain would be called by the same name in all markets would do much toward leveling up the prices in all our terminal markets, and the wide variations in the prices we have seen (and some of us have experienced) on this present crop of corn would disappear.

The fourth recommendation I have to make is in the matter of reciprocal demurrage. Much good to the shipping interests of the state has already resulted from the law creating the Indiana Railroad Commission, enacted by the last legislature. The shippers of the state combined to write this law in the statutes of the state, and to none is more credit due than to the grain dealers of the state. Now that the law is on the statute book, shall we avail ourselves of the full benefit of its provisions? Under



E. M. WASMUTH, ROANOKE, IND.,
President Indiana Grain Dealers' Association.

the old order of things, shippers at competitive points and large shipping centers were rarely without adequate car service. It was the shipper at the small station who had to wait till practically all the others were served, regardless of the amount of tonnage he offered, compared with the favored points along the road. It is also the small shipper who is made to pay demurrage charges when they accrue, with no friendly official to come around and hand them back to him. The more favored shipper at the competitive points or large center courts the friendship, good-will and business of his neighbor at the small station; is it not right, therefore, that he should champion his rights in this matter and see that he gets equal justice in the matter of car service? I therefore recommend that this Association instruct its incoming officials to see to it that such proceedings are taken at the first opportunity as will bring this matter of reciprocal demurrage before the state Railroad Commission for a ruling.

In the matter of new legislation now pending in Congress, relative to the enlargement of the powers of the Interstate Commerce Commission, in addition to the rate regulation power sought to be conferred, I believe that all grain dealers should co-operate to have these two additional features added, namely, (a) the power to say how fast cars of grain and other commodities liable to damage by delay should be moved; (b) the power to compel railroad companies to provide free storage warehouses at terminal markets, with the added responsibility of taking care of the property and keeping it in condition until received by the consignee. I therefore recommend that this Association ask the support and co-operation of the national Association and the state associations in bringing these provisions to the attention of Congress and the committees having in charge this legislation.

Gentlemen, in conclusion, I welcome you to this, our fourth annual convention, and trust that none have underestimated the benefit of the work that has been accomplished, and hope that in the future, as in the past, you will push forward to the solution of every problem that may confront you, to the end that fair dealing and honorable methods may prevail in every field of your activity.

Secretary J. M. Brafford then read his annual report, as follows:

Your secretary entered upon the duties of his office

May 1, 1903, after qualifying as successor to Mr. C. B. Riley, who was appointed secretary to the state Railroad Commission, and who transferred to the present incumbent the property and funds of the Association, including the sum of \$442.54, which amount was received and transferred to Bert A. Boyd, treasurer.

The financial report for the year, including that part which Mr. Riley served as your secretary, is as follows:

Total cash receipts, all sources during the year	\$3,660.65
Total disbursements during the year	3,657.41
Balance on hand	3.24

of which a detailed report is on file.

Membership.—The membership of this Association in good standing December 31, 1903, as classified is as follows: Shippers, 225; receivers, 53; special members 5; total members of every class, 283; additional stations, 102.

During the year your secretary has attended 76 local meetings. At the request of the members, your secretary has made one trip to Chicago, one to Cincinnati and one to Baltimore in the interest of the trade. At each of the places the Indiana Grain Dealers' Association was recognized and its representatives accorded proper hearing and courteous treatment. Your secretary and president, accompanied by Mr. A. E. Reynolds and other members of the Association, were in attendance at the annual meeting of the Grain Dealers' National Association at Niagara Falls, and it was with a great deal of pleasure that we were able to say that Indiana had never been delinquent with the National Association, and that the other states looked to Indiana as being one of the strongest in membership of the National Association.

The oats and wheat crops were fairly satisfactory to the trade, but the corn crop, while it looked in the beginning to be one of the most promising that the trade had ever entered into, has in reality proved the most disastrous to a great many of our members, and we really believe that if it had not been for the Association the losses would have been double those that they have been; and we do hope that none of the dealers will allow their losses to cause them to refuse to pay their dues and discontinue their membership in the state Association.

We have been able to settle differences at a great many places where local dealers had been in trouble among themselves, but it is impossible for the state Association to always control local conditions, and there will be trouble as long as men are imbued with selfishness and greed and a desire to get more than they are justly entitled to. In adjusting local difficulties, the state secretary has been under great obligations to neighboring dealers at different places: the fact is, the state secretary can hardly accomplish anything unless he has the help and backing of those who are nearby and vitally interested; and if a few men in a neighborhood will be willing to exert themselves and take a proper interest in the matter, great good can be accomplished. And for such assistance from local dealers the secretary is profoundly grateful and the membership the beneficiary.

We have used our utmost endeavors to stamp out the scoop shoveler. We have never refused aid to any grain dealer who was regularly engaged in the business, even though he was not paying anything to maintain the state Association, although we do believe that any dealer who asks the aid of the Association should become a member of the same. We have, as we stated, always tried to aid them when requested by them to do so, and we do feel that if there is any man that is an interloper and needs to be treated as a pirate in the business it is a scoop shoveler who, with only \$1.50 or \$2 invested, can disrupt and destroy the trade within 50 miles of those who have large sums invested in elevator property and grounds for the benefit of the farmers. Some of the railroads have taken the position that they are bound to serve these leeches on the business and have really done so, to the detriment of the regular dealer, feeling that he had his house to store the grain in and that they could take their time in furnishing cars. We are happy to say, however, that there are a great many of the roads who do not take this view of it, and have greatly aided your secretary in getting rid of these pernicious parasites on the business.

The receiver in the terminal markets can greatly help the state Association in stamping out these undesirable shippers, and most of those with whom we have taken the matter up readily agreed to discontinue bidding them or trading with them. We are sorry to say, however, that some firms take the position that when the grain is consigned to them they are bound under the rules and regulations of the different boards of trade to handle the business. Now, we believe this decision is erroneous, because they often refuse shipments from regular dealers, especially if they feel that the drafts are excessive, and we do not understand why they would not have a perfect right to refuse the shipments of irregular shippers.

Your secretary would like to urge the different local associations that they meet regularly, at least every two weeks. We have in mind a number of local associations that so meet, even if there is no regular business, and the interest is thus kept alive, the trade is kept informed of what is happening, and the dealers have an opportunity to talk over their local difficulties and prevent a great many misunderstandings that otherwise would arise by not having the meetings thus frequent. These associations that have not had the meetings have grown cold in association work, and it is in those vicinities where the high prices have been paid for corn during the present season. Although there are a number of places where there seems to be dealers who will neither make any money themselves nor allow anyone in their neighborhood to do so. Why they do this is past our understanding. The only thing we can do is to labor with them and try to induce them to change their manner of doing business. We ask no excessive profits from the farmers, the man who primarily raises the grain. All we ask

is a fair remunerative profit off our investment and for our labor, such as any farmer demands for the same amount of money invested in land, and there is no reasonable farmer who will not grant us that favor.

Your secretary has always tried to go whenever called by any of the dealers to any part of the state, and in doing so has traveled 13,000 miles since the first day of May; and while we have been unable to reach all the towns, we have been able to see a great many of the dealers at their places of business; and we are making a last appeal that, if there is any dealer here who is not a member of the state Association, he become one before leaving Indianapolis, and not allow the small number to pay all the expenses and bear the burden in the large grain trade of the state.

Your secretary asks your cordial and co-operative support for the Association for the coming year, whenever may be its officers elect.

Treasurer Bert A. Boyd read his report, showing total cash receipts, all sources, during the year, \$3,660.65; total disbursements during the year, \$3,657.41, leaving balance on hand, \$3.24. The report was referred to the auditing committee on motion by John R. McCordle.

Mr. McCordle moved that the recommendations made in the president's address be referred to a special committee appointed by the vice-president, then occupying the chair, such committee to report at the following day's session.

On motion by C. B. Riley the recommendations made in the secretary's report were included and the motion carried.

H. L. Bushnell of Hooperston, Ill., made an address on the subject, "Be Friendly with Your Competitors." He told how, more and more, harmony was coming to prevail among grain dealers, and said that the successful business could only be conducted along lines of friendliness among competitors.

John R. McCordle read the following on the subject of representative inspectors in various markets, looking toward securing better services along grain inspection lines:

A CHECK INSPECTOR FOR TERMINAL MARKETS.

The shippers of grain from this state to the general markets of the country frequently find cause of complaint on account of the grades, as shown by the inspection certificates, constituting the basis of large investments of capital and determining the question of profit or loss in almost every case and, with many shippers, determining the important question of solvency or insolvency.

Many elements have been taken into consideration in the inspection of grain, and during periods of liberal movements the inspection departments of the markets are doubtless unable to give that painstaking care and conservative judgment to each car of grain that the shipper is entitled to have bestowed on his investment of many hundred dollars. The condition of the car should also receive such careful attention as to clearly determine the right of the shipper to recover from the carrier for shortage in weight occasioned by leaks, damage, etc.

Shippers cannot accompany their consignments to the markets, and have to depend upon the inspection and weight of the departments to protect their investments, all of which is fairly done under ordinary conditions, but the exceptional conditions arise too frequently not to attract the attention of the most conservative and frequently enough to justify this Association in expressing itself on the advisability of seeking some feasible remedy that may give promise of partial relief, if not a complete remedy for all the just causes of complaint.

In the first place it might be suggested that the general markets to which grain from this state is shipped be asked to so modify their inspection rules as to permit a representative inspector, selected by this Association, to be installed in each market, conveniently located, relative to the office of the chief inspector, to whom shall be submitted "office samples" of all grain from this state, together with a memorandum of the inspection grade and notation as to the condition of the car, etc. If the grain failed to make the contract grade, certificates should not be issued until the representative inspector had re-inspected the sample and conferred with the official inspector on the subject. If they fail to agree, then they should jointly inspect the grain in the car, bin, etc., and if they still fail to agree, the same should go to the proper committee, or inspection board, on appeal, under proper provisions as to expense, etc.

The representative inspector, being recognized as the representative of the shippers, in addition to his duties as check inspector, should make and keep a correct report of the condition of cars that were reported out of condition upon arrival and report same to the shippers. He should also be recognized as the representative of the shippers of this state in most all matters pertaining to the market in which he operates and assist them in the shipment of differences growing out of transactions with receivers in such markets; in short, he should in so far as possible supply the one element now lacking in such matters, that of the one absent party to all contracts, thus in a measure meeting the requirements of ordinary commercial contracts of having settlements participated in by both parties to the contract.

The matter of the expense of this department

should be borne either by the markets that desire the business from this state, or a specific fee of 25 cents or less per car be charged and collected as other fees are now collected for inspection.

This Association can invite neighboring states that patronize the same markets to join in this arrangement, or the National Association might be utilized.

In submitting this general outline, I do so in the hope that a general discussion may follow by the receivers, shippers, officers and other representatives of the general markets now enjoying a share of the patronage of this state. And I now move you, Mr. President, that these general suggestions be approved as the expressed sense of this Association on this important question.

Mr. Bushnell stated that in his territory great trouble ensued from grain dealers starting to handle corn too soon.

C. E. Nichols thought that the best time to handle corn was when the market was right. Corn which he shipped early ought not to go "no grade" or No. 4 if it arrived in good condition.

Mr. Thompson could not see why if corn was cool and sweet it should grade off and the dealer pocket a loss of from 3 to 6 cents per bushel.

E. W. Culver, chief inspector of the Toledo market, said that if the grain men would confine themselves to actual cases in their complaints, it would

Mr. Bushnell thought that the grain men themselves were responsible. He said that grain men should stand firm and not receive corn that showed it had not been properly protected, unless they docked it. Then the losses would not come out of the grain man's pocket.

Mr. Thompson said that as a country shipper he was willing to take part of the blame for present conditions on his own shoulders, but not all. Early in the season the firms at the terminals want corn, and they offer a premium to get it. The inspectors are aware of this, and are more or less lenient. Later, when there is plenty of corn in sight due to these premiums, the inspection department puts the screws on.

The session adjourned for luncheon.

WEDNESDAY AFTERNOON.

President Wood called to order at 2:30 and announced the following committees:

Resolutions—H. E. Kinney, James Guild, Cloyd Loughry, T. B. Wilkinson, Jas. W. Sale.

Nominations—Bennett Taylor, Chas. Mollett, Chas. Seward, Chris. Egly, Thos. Ryan.

Auditing—P. E. Goodrich; A. B. Cohee, O. Jay. Constitution and By-Laws—J. W. McCordle, P. E. Goodrich, E. W. Phares.

Grievances and Appeals—J. S. Hazlerigg, W. H. Cooper, D. R. Webb, J. P. Shoemaker, A. B. Cohee.

C. J. Pickering of Middletown read a paper on the subject, "Why Millers and Grain Dealers Should Be Friendly." He was followed in discussion by J. C. Hite and Mr. Thompson.

"Why It Pays to Arbitrate Rather Than Litigate" was the subject of a paper by C. E. Nichols of Lowell, Ind.

The discussion which followed was led by C. B. Riley.

A. F. Files of Muncie read a paper on "How Can We Assist in Securing Better Weights and Grades at Terminal Markets?"

In the discussion which followed E. H. Culver said that poorly coopered cars contributed very largely to increase the yearly amount of shortages. He spoke of the importance of putting cars in good condition, and said that the Toledo market would shortly give a chart report of inspection of its cars, so that in every instance of suspected leakage it would be illustrated on a diagram for that purpose. Concerning their new rules this year, he said that the Toledo market would give out rules that would be satisfactory to the grain dealers and to the millers of Indiana.

Mr. Shanahan spoke of the importance of buying the best scales that money could purchase, have them put in rightly, and then have a proper method for testing them. Scales that are used for a great many years, being subject to constant wear, get out of order easily. We test scales in Buffalo at least three times a year and by good test weights.

L. A. Morey of New York said that the method of loading cars had a great deal to do with the condition in which it arrived at the terminal market. There was an average of eight bushels shortage per car on rail shipments from Buffalo to New York, while lake-and-rail shipments, where cars were coopered by special crew for that purpose, averaged only one bushel per car shortage. He said that every dealer should advise his broker early of the consignment of his grain and give instructions to hold for re-inspection unless it passed at a certain grade.

A. E. Reynolds read a paper on "Why We Should Continue the Grain Dealers' National Association."

P. E. Goodrich introduced the following resolution, which was adopted, and the executive committee was instructed to carry out its suggestions:

Whereas, The transportation question, as the same now exists in this country, is of the utmost importance to every citizen of the United States and especially to the members of the Association and their patrons; and

Whereas, President Roosevelt has demonstrated his capacity for understanding the situation and the current needs of the people, and has displayed the courage to clearly and forcefully present to Congress his views in urging the enlargement of the powers of the Interstate Commerce Commission to the end that rates



J. M. BRAFFORD,
Secretary Indiana Grain Dealers' Association.

be easier to reply to them. The grain inspection department has nothing to do with price or discounts. If corn arrived at the terminal market in a wet, soft and heating condition, it could merit none other than the grade given to it. He cited an instance of a grain dealer who followed his shipment of corn to Toledo and found it in such bad condition that were it not for the car number he would have been unable to identify it.

Mr. Holliday thought that one solution of the trouble would be to induce track buyers not to bid for corn so early in the fall.

J. D. Shanahan, chief inspector of the Buffalo market, thought the plan would be a good one to have a man investigate conditions in the terminal markets. He said that very many dealers did not seem to realize that when the grain arrived at the central market that was not the end of it. It may have to wait some time before its sale. If the corn that leaves the country grain man cool and sweet grows hot after the man at the terminal point has it, the latter must stand the loss. Now the chief inspector stands between these two, and his desire is to be fair to both. I cannot see why the country shipper kicks because his corn does not grade No. 3 when it contains 18 to 20 per cent of moisture. We often see in the country great cribs of corn poorly protected from the weather; and in my judgment that is one cause of the trouble. If you take that corn out of the crib and shell it, while perhaps it may look nice, yet later it will start to heat. Those who do not cover their grain should not object to paying a loss on it.

and service of the transportation companies may be reviewed and modified, with the power in the Commission necessary to enforce its findings and the accomplishment of the purpose indicated; therefore, be it

Resolved, That it is the sense of this Association that the powers of the Interstate Commerce Commission should be so enlarged as to meet the recommendations of the President, and that the honorable senators and representatives from this state be requested to support such legislation, and the secretary of this Association be directed to forward a copy of this resolution to the President and copies to each of the senators and representatives from this state.

WEDNESDAY EVENING.

Vice-President E. M. Wasmuth presided at the evening session, which opened with a paper by H. E. Kinney of Indianapolis on "The Transportation Question from a Shipper's Point of View."

Judge S. O. Pickens, general counsel for the Pennsylvania Railroad, read a paper on the subject, "The Transportation Question from the Standpoint of the Railroads."

THURSDAY MORNING.

Immediately following the call to order on Thursday morning, Chief Inspector Culver submitted to the Association for consideration a draft of proposed rules for Toledo inspection. The proposed rule to make No. 3 white oats 95 per cent white did not receive the approval of the dealers, and the majority thought No. 3 white ought to conform to the Buffalo and New York grades.

Following the same line of discussion, J. F. Courcier, secretary of the Grain Dealers' National Association, introduced the following resolution, which was adopted:

Resolved, That the Indiana Grain Dealers' Association, at its annual meeting assembled, declare itself in favor of the adoption of uniform rules for the grading of grain and request the Chief Inspectors' National Association to adopt and recommend to the Grain Dealers' National Association such rules as in their judgment will best meet conditions and render the application of the rules effective in every market of the country.

C. A. McCotter, secretary of the Grain Dealers' National Mutual Fire Insurance Company, read a paper on "The Insurance Company Versus the Elevator Owner."

A paper was read by Jas. W. Sale on "Why We Organize."

C. A. Burks of Decatur made further talk on the subject; and after the report of the committee on nominations had been read and adopted, the report of the committee on resolutions was read and adopted, as follows:

We submit herewith and as a part of this report, the paper, presented by our president, George C. Wood, for your consideration, and endorse the recommendations contained therein.

We also submit the paper of J. W. McCord on the subject of representative inspectors in various markets for your consideration, and recommend this paper, together with that of President Wood, to the board of managers, with instructions that they take necessary steps to carry into effect the recommendations therein contained.

We urge uniformity of rules in all markets as to time shipments, and recommend that the National Association trade rules be adopted by them, and be made the rules of this Association. We especially recommend uniformity in the names and conditions constituting grades of grain in all markets, the different names given to grades for contract grain in various terminal markets being most confusing. We urge most earnestly the Chief Grain Inspectors' National Association to take up this subject at once and bring about this reform, believing this preferable to government inspection.

We endorse the action of the Corn School of Purdue University in an effort to improve the character of the seed used by the farmers of the state, and especially recommend legislation suggested by them, guaranteeing purity of seed offered for sale within the state, providing for suitable inspection and penalties for infringement.

We recommend the efforts of the President to bring about reform in consular service and especially recommend to our senators and representatives in Congress co-operation in this matter; and we do now endorse the Lodge bill, pending before Congress on this subject.

We unhesitatingly endorse the Railroad Commission of Indiana in its efforts to execute the laws and bring about better conditions in all matters of transportation brought to its notice. And would call the attention of all our members to the fact that this Commission only has power to act upon complaint, when filed by party interested.

The thanks of the Association are due and are hereby tendered to Judge S. O. Pickens, for the able presentation of his views upon transportation question from the standpoint of the railroads.

The thanks of this meeting are due and are hereby tendered to all those furnishing papers and discussing them before us, adding so greatly to the interest and benefit of this Association.

Last, and most sincerely, we thank our officers for the able management and untiring efforts in behalf of the Association the past year, and especially the work accomplished and perfect arrangement for this meeting, brought about by our able secretary, Mr. Brafford.

THURSDAY AFTERNOON.

The afternoon session opened with a paper by E. M. Wasmuth of Roanoke on "Who Is a Scoop Shoveler? Who Is a Regular Dealer?"

The following resolutions were introduced respectively by P. E. Goodrich, C. B. Riley and J. W. McCord, and adopted:

Resolved, That the board of managers be authorized and instructed to co-operate with other trade organizations in preparing and presenting a case to the state Railroad Commission, covering the car service and demurrage rules as now enforced in this state by the railroad companies and to seek to bring about a reciprocal rule, whereby the shippers will be able to exact service from the railroads or recover a penalty for failure to furnish equipment and move cars after loading.

Whereas, One of the great sources of trouble, financial loss, and disaster falling to the country grain dealers is the direct result of contracting for grain ahead of the time it is ready for delivery, and the sale of the same before it is received or ready for delivery; therefore, be it

Resolved, That it is the sense of this meeting that such practices should be abandoned and that track buyers and other receivers should co-operate with this Association in its effort to break up this dangerous and unprofitable practice.

J. F. Courcier, secretary of the Grain Dealers' National Association; S. W. Strong, secretary of the Illinois Grain Dealers' Association, and J. W. McCord, secretary of the Ohio Grain Dealers' Association, made short addresses.

Mr. Courcier's theme was the National Association. He said:

When your worthy secretary, Mr. Brafford, asked me to say something good for the National, I at once instituted a search through the files and archives of the Association to determine, if possible, whether or not there was anything bad that could be said, and it is my privilege to say that, so far as I have been able to find, the officers and members of the Grain Dealers' National Association have never committed themselves to a proposition that did not have the effect of producing good results, not only for association members, but for the trade in general.

With your kind permission I will give you a brief sketch of the Association, interspersed with a few ideas which we have elected, as being relevant to the subject.

Going back to the date of November 9, 1896, when the first meeting was held in Chicago by a handful of the pioneers in grain association work, and coming on down through the ten years that have since elapsed, the records are replete with accounts not only of efforts, but of splendid accomplishments.

One of the first results was the establishment of the grade of No. 3 White Corn in the Louisville market. Following this came an amicable adjustment of some unsatisfactory conditions in Baltimore, Kansas City, Newport News, Chicago, New Orleans and in other leading markets of the country. Switching charges at Chicago were reduced, an adjustment of rates on the Burlington Railroad was effected; a specific case of rate discriminations in the state of Ohio was put right, the question of weights and grades in some of the leading markets was handled with gratifying results. The agitation of the question of weights and grades brought out some very important subjects, such as those of the cooping of ears and scale inspection, police protection of railroad yards and the promiscuous breaking and destruction of car seals without record. The agitation of all of which has brought a greater cash return, perhaps, than any other line of work ever undertaken by the Association.

Along about this time, the subject of the appeal of the documentary tax law was taken up in a very vigorous manner, the result being a matter of history and common knowledge.

In the sixth year of the life of the Association, the subject of the arbitration of differences between members was taken up in earnest, although the principle had been previously applied in a limited way. It was also in the same year that the advisability of adopting a set of trade rules for the guidance of members and to serve as a basis for arbitration was discussed.

In 1901 the officers of the National conceived the idea of extending a special invitation to the chief inspectors of the various markets to attend the next annual meeting, which was to be held at Des Moines, the outcome of which was the organization of what is known as the Chief Grain Inspectors' National Association. The results of this move have been far reaching, and it is by means of the co-operation of that important body that the National hopes to effect the universal adoption of a set of uniform rules for the grading of grain.

It was also through the agency of the National that the Grain Dealers' National Mutual Fire Insurance Co. was given endorsement, and thereby assisted in its efforts to give to the grain dealers of the country a reliable form of insurance at a greatly reduced rate.

This brings us to the consideration of subjects which are still open questions.

It is a matter of record that the evidence placed before the Uniform Bill of Lading Committee was largely responsible for the indefinite postponement of the establishment of a uniform bill of lading, as proposed by the railroads, and the results of that effort

alone should be an inspiration to every shipper in the country to renew his allegiance to the Association, the existence of which made such an achievement possible. The carriers are not sleeping, however, and the greatest vigilance will be required to protect the shipping interests and meet the railroads on their own grounds. I have at this time a complaint on my desk from one of our members who states that one of the railroads on which he is operating is gradually forcing the uniform bill of lading into use. I understand from the complaint that the railroad in question will issue a regular bill of lading at some of their stations, but at other points—perhaps local to their line—the shipper is informed that no other form than that of the uniform bill of lading is in use.

The National is now taking an active interest in the proposed remedial railroad legislation, having petitioned Congress on two different occasions, the third set of resolutions now being under way of preparation and the fourth in contemplation. The first resolution voiced the sentiments of the National, as expressed by resolutions when assembled in convention at Niagara Falls in June; the second was an endorsement of the declaration of principles set forth at the Interstate Commerce Law Convention held at Chicago in October; the third relates to unjust discriminations as between localities and commodities, and the fourth will be a petition to strike out the paragraph in the so-called administration bill which provides that whenever an order of the Commission, other than an order for the payment of money, shall have been complied with for a period of one year, such order shall not thereafter be in force. We consider the paragraph in question a very undesirable one for the reason that at the expiration of a year the carriers could apply the basis which was in effect prior to the order of the Commission, without notice other than is required in the case of issuing new rates. We hold that the carriers should be required to obtain permission of either the Commission itself or a court of review, before changing a basis that has been established by the Commission.

Among the many subjects demanding the attention of the National are the safeguarding of uniform bills of lading, uniform demurrage, uniform grades, improved car equipment, rate legislation, joint weights, uniform contracts, uniform confirmations, more accurate government reports, a special arrangement with the railroads, in each market, to provide a car inspector who would be subject to the call of the grain inspection department, and whose duty it would be to acknowledge in writing the existence of leaks and other bad order conditions. In this latter connection, I will venture the assertion that our shippers would experience far less delay, annoyance and actual pecuniary loss if their claims were accompanied by an acknowledgment of bad order conditions, signed by an authorized agent of the carriers.

In addition to taking up and carrying to a successful conclusion the subjects I have mentioned, the National is now better equipped than ever to do missionary work among its members.

We will within a few days have our revised constitution, by-laws, trade and arbitration rules and list of members ready for distribution, and in giving them to the trade we feel that we have met conditions, both new and old, in a manner that will at least give us a good foundation for future efforts.

In making the revision of the Trade Rules we had before us copies of the rules now in vogue in all of the leading markets of the country, and, so far as we are able to judge, we have a set of rules which should be readily endorsed by the various grain exchanges, boards of trade and chambers of commerce. Inasmuch as the rules are for the government of shippers, receivers, track buyers and brokers, all alike, we have endeavored by comparison and such other means as has been at our command to confine ourselves to broad principles and avoid specializing for any particular class. I do not think it unreasonable to hope that at no distant time it will not only be possible but highly acceptable for the buyers and sellers of grain in every part of the United States, and perhaps in foreign countries, to make their trades on the basis of National Association Rules.

In conclusion I want to ask the dealers in this grand old Hoosier state, my native state, to take every possible advantage of their rights and privileges as members, and by suggestion, precept and example, both individually and collectively, to lend their assistance to the officers, in the special effort they are putting forth to make the Grain Dealers' National Association one of the strongest and most powerful trade organizations in existence.

Prof. G. J. Christie then made an address on "How Can We Assist the Farmer in Raising a Corn in Indiana That Will Mature?"

A motion made by Jas. W. Sale was unanimously carried that the Association tender its thanks to Prof. Christie for his able address and pledge to Purdue University the hearty co-operation of the Association in disseminating the valuable information now being obtained through the experiments conducted at the university.

Following a suggestion of Prof. Christie, J. M. Brafford offered the following resolution, which was adopted:

Resolved, That this Association endorse the legislature in the recent appropriation of \$2,500 for crop improvement, and that the Indiana Grain Dealers' Association ask the next legislature for an appropriation of at least \$5,000, to be used by Purdue University for crop improvement experiments.

The following resolution was adopted, introduced by E. H. Young of Evansville:

Resolved, That it is the sense of this organization that the discounts prevailing this season at Baltimore

on the grades of corn above rejected are unjust, unfair and entirely unnecessary for the maintenance of Baltimore as an export market.

The meeting then adjourned.

CONVENTION NOTES.

Chas. F. Beardsley attended from the St. Louis market.

From Chicago: Arthur R. Sawyers, O. T. Hulburd, Sam Finney.

Visitors that can make as "friendly" a talk as H. L. Bushnell of Hooperston, Ill., will be welcome at any meeting.

Inspectors Culver and Shanahan are cool under fire at any rate. Would that be taken as a sign that their cause is just?

Ohio visitors were: H. S. Grimes, Portsmouth; E. A. Grubbs, Greenville; J. W. McCord, Columbus; D. W. Jay, St. Marys.

Cincinnati's delegation consisted of S. L. Mitchell, of Metzger-Hill Co.; Chas. Manthey; H. H. Hill, of Southern Grain Co.; C. S. Emrich, A. C. Gale.

From Toledo there were F. W. Jaeger, of J. F. Zahm & Co.; John C. Keller, C. A. King & Co.; John A. Rice, United Grain Co.; K. D. Keilholz, Southworth & Co.

C. J. Pickering of Middletown, Ind., had some good thoughts on the question, "Why Millers and Grain Dealers Should Be Friendly," and the best of it is, they are friendly.

There were three visiting secretaries present: John F. Courcier, the Grain Dealers' National Association; J. W. McCord, Ohio Grain Dealers' Association; S. W. Strong, Illinois Grain Dealers' Association.

There were a number of Illinois visitors, including H. N. Knight, Monticello; C. A. Burks, Decatur; W. F. Banta, Ridge Farm; H. L. Bushnell, Hooperston; A. M. Biythe, Gays; R. F. Cummings, Clifton; F. W. Vorhis, Neoga.

The grain elevator building and machinery trade was represented by N. A. Grabill, Daleville, Ind.; H. W. Caldwell, representing Barnard & Leas Mfg. Co., Moline, Ill.; A. S. Garman, representing Huntley Mfg. Co. of Silver Creek, N. Y.

And when Judge S. O. Pickens, general counsel of the Pennsylvania Railroad, declared the sentiments in his paper expressed his own personal views, without regard to any opinions by the railroad companies—say, wouldn't that jar you?

Eastern markets were represented, as follows: T. J. Stofer, Alder & Stofer; A. T. Ward, Burns Bros., Buffalo; Wm. Carson, of Carson, Craig & Co., Detroit; D. Y. Huyett, Oscar M. Gibson, Baltimore; George F. Reed, Boston; L. A. Morey, New York.

F. W. Yaeger, of J. F. Zahm & Co., had a necromantic conjuring system of figures by which he told dealers' ages, how many times they had been or would be married, size of bankroll, and whether the President's rate policy would be adopted. And you didn't have to cross his palm with a piece of silver for the information.

Every dealer took home a souvenir of his visit. Sam Finney presented a useful desk article in the shape of a paper clip; John W. McCord saw that everyone was supplied with a handsome pocket and note book; John Keller gave out "Our Boy Solomon" cigars; L. R. Doud, inspector for the Grain Dealers' National Mutual Fire Insurance Co., distributed a celluloid combination pencil and eraser, a convenience for jotting down a reminder of that needed insurance policy.

A court of record at Cordell, Okla., has ruled that cotton is not a grain, and so cannot be insured by companies which are chartered exclusively to insure growing crops of grain or grain in storage.

The Illinois Corn Growers' and Stockmen's Association closed a two weeks' convention at the University of Illinois on February 2. The following officers were elected: President, J. T. Wilson, Winchester; vice-president, A. A. Hill, Casner; secretary, J. H. Martin, Morrison.

HAULING GRAIN IN WASHINGTON.

Coulee City, in the valley of the Grand Coulee, enormously increased her wheat shipments in 1905; for, while for the crop of 1904 only 400,000 bushels were shipped, up to December 1, 1905, for the crop of 1905, about 200,000 had been shipped, with not less than 550,000 bushels in addition in sight on the railway platforms or in warehouses and thousands of bushels still on the ranches.

Our picture, from a photograph kindly sent us by L. E. Whissemore of Coulee City, shows a stack of 40,000 sacks of wheat on the platform ready to be shipped, under a temporary shed protection from the snow. The photograph was taken about 8 o'clock on Thanksgiving Day morning near the Northern Pacific depot in Coulee City. It

The suit against the state grain department was commenced by the Kansas City elevators on the theory that the Kansas grain inspection law was unconstitutional. They claimed that it provided that the grain inspector had the right to go into elevators of above a certain capacity and weigh grain. This, they claimed, was discriminatory. The attorney-general demurred to the petition which was filed in the Federal Court. After argument of the case, it was decided by Judge Pollock that the demurrer would not be sustained. This was a victory for the elevator men, and it looked as though they were certain to win their case at the final hearing. Then they decided that the final hearing was so far distant that their victory, even if it came, would be a hollow one, and they started their injunction suit to stop the enforcement of the law pending the hearing. Their failure in



THANKSGIVING MORNING AT THE COULEE CITY FREIGHT YARD.

tells the story of car shortage and wheat blockade, as well as scarcity of fuel and the demand for lumber for new houses, barns and the like, in a graphic manner.

The flat cars in front contain coal, and the men on them are wheat growers who were so eager to get fuel that they unloaded the cars before they were pushed on the siding, so the cars were left standing on the main track where they arrived about an hour earlier. The car at the extreme right of the picture contained lumber. One of the flat cars, containing 60,000 pounds of coal, was unloaded, practically by hand, in two hours and a half. All through November this scene was a daily incident near the depot at Coulee City. About fifty cars of lumber and ten cars of fence posts were unloaded at this point and immediately sold to farmers during October and November, the farmers bringing wheat to town and returning home with coal, lumber, fence posts, flour, groceries and the like.

STATE INSPECTION WINS OUT.

The United States Court at Topeka has refused to grant an injunction to prevent state grain inspection department operating at Kansas City, Kan., from inspecting and weighing grain going into private terminal elevators in that state. In other words, the court sustains the constitutionality of the law creating, and, therefore, the legality of, the state inspection and weighing system.

this action practically saves the state grain department.

CORN IN MISSOURI.

Missouri is bragging about her corn crop. In yield per acre she stands, on crop of 1905, second only to Illinois, beating Iowa's record by a bushel. Nebraska by nearly two bushels, and Kansas by nearly seven; yet August and September were so unfavorable to the crop as to cause heavy loss. The scientific corn grower is at work there, and at Columbia, in January, held a very successful convention, or institute, the object of which was, of course, to attain to the ideal (or better) of Secretary George B. Ellis of the Board of Agriculture, who, in speaking of the importance of corn breeding, said:

"The corn crop in Missouri is worth more than half of all other crops combined. Last year, notwithstanding the destructive rains in August, the crop in Missouri amounted to 250,000,000 bushels. If the farmers can add two grains of corn to each ear there will be an annual gain of 200,000 bushels. Corn breeding is of utmost importance, and the Missouri farmer will soon see the day when Missouri corn will be used as seed all over the country."

Wichita, Kan., in twenty-three days of January, handled 263 cars of wheat, 6 of rye, 445 of corn, 28 of Kaffir corn and 30 of oats.

[For the "American Elevator and Grain Trade."]

BALTIMORE AS A TERMINAL.

BY HARRY W. KRESS.

I am here in Baltimore from Washington. Having used Baltimore as a shipping point, especially for corn, I decided to spend a little time here to see how they handle the stuff.

Country shippers are always interested in terminal inspection and weights. I suppose this accounts partly for my being here. Baltimore, being on the seaboard and one of the largest exports, occupies a prominent position as a terminal. The grain merchants here are all hustlers and out for business, but at the same time they have not overlooked the important feature, viz., that of protecting the shippers' interests.

The skepticism of the country shippers in the majority of cases prevailing against a terminal is uncalled for. A market of prominence such as Baltimore could ill afford to tamper with grades and weights. If the shipper will stop to consider for a moment, he will realize that the receivers could not retain a reputation for a "square deal" very long if they were to be loose in their methods. The merchants here have labored for years to build up a reputation for that which stands for honesty and integrity, with ample capital, and to be willing now to sacrifice that which they have worked a lifetime to build up would be radically inconsistent with business principles.

Charles McDonald, chief inspector, has been connected with the grain business for almost thirty years, and is only too glad to have any of the country shippers come over to Baltimore to see things for themselves. The corn that has been arriving in Baltimore for the past month has been grading in the majority of cases contract corn. While on the track I saw only one car of rejected or no-grade corn, but it was enough to convince me that it is possible for corn to sprout while in transit and represent a beautiful grass plot. I have always been aware of the ability of the railroads to furnish us leaky cars, but to have a country shipper contribute picturesque scenery in a freight car is beyond belief. But then it is generally the unexpected that happens.

When I say it is the "unexpected that happens," I suppose that the shipper will naturally think of grades. Taking the position of Baltimore we can readily realize, or at least we should, that it would ill become them to do anything in the way of an injustice towards shippers. What advantage would it be for them to be careless in the handling of the country shippers' interest? The man at the terminal is worried a great deal when the shipper is complaining of short weights and severe inspections. It seems to be a hard proposition for a shipper to realize that the terminal man is anxious that the shippers' weights and grades should hold out. If the country shipper has short weights, does he stop to consider the equipment furnished by the railroads and the rough way his stuff might be handled in transit? When disappointed on grades, does he stop to reason whether he bought the grain from the farmer to be shipped subject to the rules of Baltimore? How many of us, if we be shippers to Baltimore, know or care anything about their grade rules? The fact is that we bank on our own judgment regardless of the terminal market's book of rules. Reverse this order of things and conditions will be more pleasant mutually.

If some of my fellow shippers could see the drying facilities now installed at Baltimore, nightmares of hot and damp corn would be a thing of the past. They have the Hess Drying System on the B. & O. at Locust Point, and on the Pennsylvania Railroad in line at Canton. The up-to-date drying features of to-day are astonishing and very fortunate for the country shippers. On going over the drying plant at the B. & O., I found rejected corn containing about 25 per cent of moisture coming out mixed corn; in other words, Baltimore's contract corn.

To make a long story short, I wish to state that

Baltimore is not lagging in its methods for protecting the country shippers' interests.

I was very glad to hear that Baltimore had finally won a victory over New York in the matter of the differential, which has been a hot issue. If I am correctly informed, there are only two or three grain merchants in New York City, practically all of them being brokers—not that this should make any radical difference, but I would always consider it a consolation to allow a commission merchant to handle my stuff.

In shipping to Baltimore I admit that I was a skeptic, but since studying the conditions of terminal markets I have been able to see things from a broader standpoint. As one commission merchant mentioned to me, Baltimore needs the Western shipper and the Western shipper needs Baltimore.

A LEAK AT THE DIKE.

In Holland, where the land is below the sea level, making protection from the waters necessary by strongly made sea walls called dikes,



JUST A LEAKING CAR.

there is little danger to-day of the country being submerged. A century ago, however, the case was different; the sea wall might not always be as strongly constructed as it should be, and accidents often happened. It was a time of great consternation and alarm on the part of the inhabitants of sections of this small country when the report spread, "A leak at the dike."

No doubt the grain man would feel alarm if he knew that there was a leak about his business, which unless stopped would grow larger and larger, ending only with his ruin. It is a leak that can be partly checked if taken in time, as shown in the accompanying picture, where a board has been nailed over a broken car which had been leaking through the sheathings. The best way, however, is, like the dikes to-day in Holland, to build cars that won't leak, or send them out so well coopered that only a wreck will spill the grain.

The photograph, which was taken by the department of Weighmaster H. A. Foss, Chicago, shows a car that arrived at the E. J. & E. Railroad yard at South Chicago carded for the Rialto Elevator. The grain was loaded above the lining and was leaking through the sheathings. Someone had nailed a board over the broken part, but grain was leaking, nevertheless. Had the shipper of this car used more care in properly preparing it for grain, it would not have

leaked, although, of course, the railroad company is to blame for furnishing defective equipment to be loaded with grain.

UNION ELEVATOR BURNED.

The Union Elevator at East St. Louis, owned by the Burlington System, was burned on Saturday night, February 3. The fire was discovered in the brick engine house at 8:45 p. m. by the night watchman. Within an hour the building, 125x438 feet in size, was in ruins, the east wall falling at 9:30. A number of shanties, dwelling houses and minor business houses also were burned, but the greatest loss aside from the elevator was the burning of the St. Louis Transfer Co.'s barns and 120 out of 200 horses stabled therein, as well as 200 wagons, harness, etc. Four oil tanks of the Waters-Pierce Oil Co. exploded, destroying 400 gallons of oil. The cause of the fire is not known.

The grain destroyed in the Union Elevator amounted to 249,000 bushels of wheat (mostly Kansas and Nebraska hard), 49,000 bushels of corn, 50,000 bushels of oats, 20,000 bushels of rye and 8,000 bushels of barley. The loss on building was about \$300,000; insurance, \$282,000; grain also fully insured by its owners.

The Union Elevator was operated by the Union Grain Company, which leased the property from the Burlington Railroad Co. About a year ago the company changed hands, being bought out by grain men from Kansas City and St. Joseph. The officers, who were principal stockholders, are: C. G. Benton, president; C. A. Dayton, vice-president; A. J. Bruswig, secretary, and Henry Lichtig, treasurer.

For several weeks the elevator had been under investigation by the Merchants' Exchange, owing to complaints being made by commission firms that grain delivered from it was below grade. The matter was first taken up by the exchange grain committee, which made a report to the directors for final action, and the matter is still in their hands. The grain inspectors at East St. Louis were also involved in the complaints and about the middle of January the Illinois Board of Railway and Warehouse Commissioners sent a representative to St. Louis to take up that end of the investigation.

TESTING OATS FOR THE ARMY.

Bids for oats to be supplied the army in the West and in the Philippines were opened on December 18, but before the contracts were awarded samples were taken to the Agricultural Department for analysis to determine their quality. Samples were submitted by bidders at Seattle, San Francisco and St. Paul, and a month later (January 19), it was announced at Washington that the samples submitted by Seattle bidders of Washington state oats were the best.

The hay contracts (2,500 tons) were let to bidders on Washington state hay, one-half eastern and one-half western, at 87 cents and 75 cents per hundredweight each; and 1,500 tons of California hay at 84 to 84 1/4 cents per hundredweight.

PEORIA RECEIPTS, 1905.

The following statement of receipts and shipments at Peoria in 1905, compiled by R. C. Grier, secretary of the Board of Trade, reached this office too late to appear with other similar tables published in the February number:

Articles.	Receipts.	Shipments.
Wheat, bushels.....	1905. 928,200	1904. 878,600
Corn, bushels.....	14,321,400	7,905,500
Oats, bushels.....	11,058,300	10,695,200
Barley, bushels.....	2,501,400	12,567,800
Rye, bushels.....	283,700	295,800
Mill Feed, tons.....	14,950	12,682
Seed, pounds.....	750,000	360,000
Broom Corn, pounds.....	895,000	2,032,900
Hay, tons.....	32,860	6,550
Flour, barrels.....	967,950	7,450
	919,300	1,442,288

Grain elevators operated at Paducah, Ky., are required to pay a license tax of \$25 each.

COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

APPRECIATE THE PAPER.

Editor American Elevator and Grain Trade:—Enclosed find \$1 for the "American Elevator and Grain Trade," which, we wish to say, we appreciate very much. We wish you a prosperous new year, and that your business may be of such magnitude as to justify the maintenance of your present position toward the trade.

Very truly,

Fort Wayne, Ind.

S. BASH & CO.

NEW FIRM AT JAMESTOWN, N. Y.

Editor American Elevator and Grain Trade:—Jamestown, N. Y., has a new jobbing firm who deal in grain and feed, under the firm name of Ames, Burns & Co. The personnel of the company is as follows: H. L. Ames, one of the proprietors of the Falconer Milling Co. of Falconer, N. Y., a man of large experience in the milling business, which will count well in the new enterprise. M. C. Burns, who has for the last eleven years been known in this territory, for the past five years has represented Chapin & Co. here. His experience is not limited to this territory, however, as he had good working knowledge of the feed business from the Mississippi to New York. He is especially well and favorably known to the trade in this locality. F. W. Trantum is a member of the Trantum Grain & Feed Co., who have large warehouses in Jamestown. His time will be divided between the two firms as necessity requires.

This firm will do very little commission business, buying, as they do, most of their stock outright and reselling in the same way.

Yours truly,

Jamestown, N. Y.

H. M. F.

EXPORT GRAIN MOVEMENT.

Editor American Elevator and Grain Trade:—The analysis of movement of exports by ports shows that in the exports of corn several of the great ports on the Atlantic and Gulf are gaining upon New York, and that the movement from the grain fields toward the seaboard is apparently being more generally distributed than formerly. The exports of corn, for instance, from this port show a marked gain, the figures for December, 1904, being 2,204,001 bushels, and those of December, 1905, 3,307,659, an increase of 1,103,658 bushels.

When the Stuyvesant Docks were destroyed by fire last February, New York took heart in relation to the grain trade and expressed the opinion that the loss of the Illinois Central's elevators and other terminal facilities would prevent New Orleans from handling all the corn contracted for shipment from this port, in which event New York would have a good chance of getting it. This hope was completely disappointed, as the grain movement in this direction was such that the loss of the Illinois Central's elevators could not check it.

New York has at last recognized that New Orleans has some merit as a port of export. It is not many years since New York papers, not so well informed as they are now, were addicted to decrying New Orleans in its capacity chiefly of a grain handler, and made the bold assertion that this city never would, as it never ought to, become a great port for the export of grain, for the reason, in addition to others, that the atmosphere was too hot and humid for grain ever to remain even for a brief period in good condition. These features of the New Orleans climate, they persisted in saying, were so well known to the grain exporters of the West that they would not trust their grain to come this way for fear of getting it "heated" and spoiled—they would rather pay a little more for the trans-

portation of it via New York and have the security of feeling that it would not be marred in transportation.

But since that day, a few years ago, things have altered greatly, and where this port exported a thousand bushels of grain then, it exports a million now, so well have the Western exporters learned to know the merits and facilities of this city as a grain entrepot.

There is no doubt about the future of New Orleans as a grain market. That is settled. Grain shipped through this port last year gave better results by actual figures than that shipped through any other port, and the buyers are not slow to grasp the meaning of such a condition of facts and take advantage of it. Despite New York's complaint, the tide is setting this way and nothing can turn it. It will come as naturally as water runs downhill.

Yours truly,

New Orleans, La.

FRANCIS P. SALA.

IRREGULARITIES IN WEIGHTS.

Editor American Elevator and Grain Trade:—We enclose you circular regarding irregularities in weight. There are some evils, as stated, which certainly should be stamped out of all markets, and we know you will endorse the movement.

Yours truly,

Memphis, Tenn.

E. C. BUCHANAN & CO.

IMPORTANT WARNING—TAKE NOTICE.

In recent years the practice of sacking grain and grain products in uniform-weight packages has become so general and been found by the retailer to be so convenient that now the custom has become firmly established.

At first these weights were regular and correct; but as buyers became careless about weighing their grain, some shippers, presuming that the buyer would not reweigh, have been putting out short-weight packages. The attention of this Association having been directed to the fact that many markets are resorting to this short-weight practice, thereby enabling such dishonest dealers to sell at prices considerably under their honest competitors, who are giving their customers exactly the weight they sell, you are hereby earnestly urged to weigh a sufficient number of sacks of grain, chops, bran, millfeed and bales of hay from whatever market it may come, and assure yourself that you are getting absolutely every pound that you pay for.

In case you discover any shortage in the weights of grain or hay received by you, you are hereby asked to report the matter in full to this Association, and we will immediately investigate same and endeavor to see that justice is done you.

Respectfully,

MEMPHIS GRAIN AND HAY ASSOCIATION.

ALCOHOL IN THE ARTS.

Editor American Elevator and Grain Trade:—There have recently been several bills introduced in Congress to abolish the internal revenue tax on alcohol for purely mechanical purposes or for use in the arts. This tax amounts to \$2.07 per gallon.

The enclosed copy of resolutions will give you some slight idea as to the quantity of alcohol that will be used in this way and the consequent enlargement in the demand for corn. Such legislation would be of very great benefit to the large masses of the American people, but will no doubt meet with vigorous opposition by the Standard Oil people and possibly a few others.

It would seem to the writer that your paper properly can, and, in fact, should, agitate this question with a view to arousing public sentiment to the point where Congress will take favorable action.

Yours truly,

Blanchester, Ohio.

L. W. DEWEY.

The following resolutions were adopted by the Ohio State Farmers' Institute, held in Columbus, January 9 and 10:

"Whereas, The present government tax on alcohol is two dollars and eight cents (\$2.08) a gallon, thus prohibiting its use for mechanical and industrial purposes; and

"Whereas, The removal of this tax would at once open a market in the United States for fifty million (50,000,000) bushels of corn or its equivalent in potatoes or other vegetables;

"Resolved, That we urge our representatives in

Congress to labor for the removal of said tax from denaturized alcohol to be used for mechanical and industrial purposes."

The above quantity of corn will be equivalent to about 250,000,000 gallons of proof spirits or about 133,000,000 gallons of alcohol.

THE NORTHWESTERN SEED SPECIALS.

Editor American Elevator and Grain Trade:—Referring to the Omaha Railway "Seed Special," I would say, in a few words, that in the opinion of all parties interested in running this train the trip was quite successful. The interest was much better than last winter, and in a great many places it was found that farmers who listened to the talks of last year had applied many important points to the selection of their seed and handling of their crops during the past year.

The attendance was practically double, the interest was much greater and the meetings were far more successful. Last year, where we had a great many people who attended out of curiosity, this year we did not have anybody but who was interested in what was to be said. From this it might be considered that the actual attendance of interested farmers was probably three times that of a year ago. In the territory traversed by this train, in Southern Minnesota and South Dakota, there is urgent need for improvement, and the opportunities of getting results are great if the farmers will take hold of it.

I am enclosing you a copy of the Farmers' Tribune, published at Sioux City, which gives a very nice, concise article covering the movement of the train. Mr. Thompson, the editor of this paper, was with us one or two days, and the article expresses his views in the matter.

Yours truly, W. H. CHAMBERS, General Manager.

Note by the Editor.—The train in question was managed by J. J. Quinn, secretary of the Tri-State Grain Dealers' Association. It was out five days; and from the time it started until it arrived at St. James, the last stop for lectures, it was run on schedule time to the minute. Forty stations were visited, and meetings were held as a rule in public halls of the towns visited, the attendance averaging 150 per station, or 6,000 in all.

Professors Boss and Bull and also Mr. Bassett talked on seed corn and small grain seed selection and the treatment of small grains for smut, exchanging time with each other in discussing the different subjects.

The Farmers' Tribune says: "The Omaha road ran this special train at a cost of from \$125 to \$150 per day. This means that the railroad spent from \$650 to \$750 during the five days. The Tri-State Grain Dealers' Association, who paid for advertising the train and for all incidental expenses outside of the bare train and the crew, spent in the neighborhood of \$200 during the trip. These two interests, as should be evident to everyone, can get no direct benefit from these educational excursions. Their only hope of being repaid for their efforts is in an indirect manner, that is, though the increase in tonnage of freight on the part of the railroad, and through an increase in the number of bushels of grain to be handled by the elevators. The farmers, on the other hand, are directly benefited. If they would follow the advice given by the experts on these trains, it is no exaggeration to say that they would increase their corn yield from two to three bushels per acre, which would mean to the average farmer at least \$200 per year, and in the course of a few years it would without question mean something like \$400 per year more clear profit—not gross income, but additional net profit."

OBJECT TO CHANGES.

The Texas Grain Dealers' Association at a public hearing opposed the proposition before the Texas Railroad Commission that "Cars containing over 40,000 pounds of freight shall be entitled to twenty-four hours of extra time for unloading."

A census of the Association membership was taken on the rule, with the result that nine-tenths of the members were opposed to it. The rule in force gives ample time for unloading by all diligent receivers, and to extend the time would mean simply that rolling stock would be out of commission

for just so much more time, and, in proportion, would cripple commerce and interrupt the normal current of business, none too reliable now, when cars are more scarce than plenty.

[For the "American Elevator and Grain Trade."]

SUPPORT OF TRADE JOURNALS.

BY L. C. BREED.

Of the integral factors of success in any and every commercial business, none is more important to the individual than possession of the latest, fullest and most reliable trade news of the line in which one is engaged, and this is particularly true with reference to a trade like that in grain, hay, etc., which is in a constant state of flux, and which moreover covers vast areas of country and involves many widely distributed and at times apparently conflicting interests. While there are various sources for such information and numerous methods employed for obtaining it, I mean to attempt to show that there is no possible way of getting so much valuable and practical knowledge for the smallest expense—in fact, merely nominal—as by the purchase of a good trade journal.

As it rarely happens that a dealer is without competition, is it not absolutely true that, all other things being equal, the best-posted man has the advantage? The subscriber to a trade journal should bear in mind that for the annual subscription price he receives information that it has cost the publishers thousands of dollars to procure, put into proper form and print; that the bulk of the information so printed in all probability could not be obtained at all by a given individual, at least he never would obtain it, and that so far from the subscriber paying the costs of this collection, formulation and printing of news and technical information, it is a well-known fact that, but for income derived from advertisers of machinery and, in the grain trade, the commission houses, scarcely any such publications could live.

There is, however, no advantage in procuring anything unless it is used, and this means that the subscriber should thoroughly read his trade journal, and not only read, but preserve the copies for reference, and contribute to its columns, either in approval or in criticism or in suggestion, as well as incidents out of his own experience and personal exclusive information that would benefit others without jeopardizing any of one's personal interests.

What should—what does—interest a man more than information bearing directly on his business or trade? In case of a well-conducted trade journal the entire contents of each number more or less concerns every subscriber, even the larger percentage of the advertisements, for which, as a rule, responsible and reliable concerns have paid a good price in order to reach his attention, although the benefit thereof is quite as great to the reader as to the advertiser.

There is ample evidence that trade journals are appreciated, and it is probably true that there is no considerable interest or industry in this country or abroad which does not support one or more trade journals; and in case of some, their great success, from small beginnings, enables them to command every means of enhancing their value and of holding their place in the front rank of this class of publications and of promoters of the trade or industry for whose benefit they are published. It is fair, then, to appeal to trade pride and inquire if it is not proper that each important industry should wish to have its trade journal fully abreast with those of other trades in point of excellence, both in commercial or technical matters and in mechanical appearance.

The trade journal aims to safeguard the interests of the trade it represents, whether it is against unwise laws, present or prospective, the discrimination of carriers, the disreputable methods of the black sheep found in every line of business, and in many other ways; and also to encourage all efforts or attempts of individuals or

associations to bring about reforms and improvements in their line of business.

Trade journals open their columns to communications from subscribers, where the intent of the writers is to promote the common welfare; and no incident in the editor's daily grind is more pleasing than the reception of information coming from a reader unsolicited. They report also the proceedings of trade association meetings, thus enabling members who have not been able to attend meetings to get posted on association affairs and to educate non-members to appreciate the work the trade associations have everywhere done for the advancement of trade, commerce and industry along legitimate and more manly and liberalizing lines.

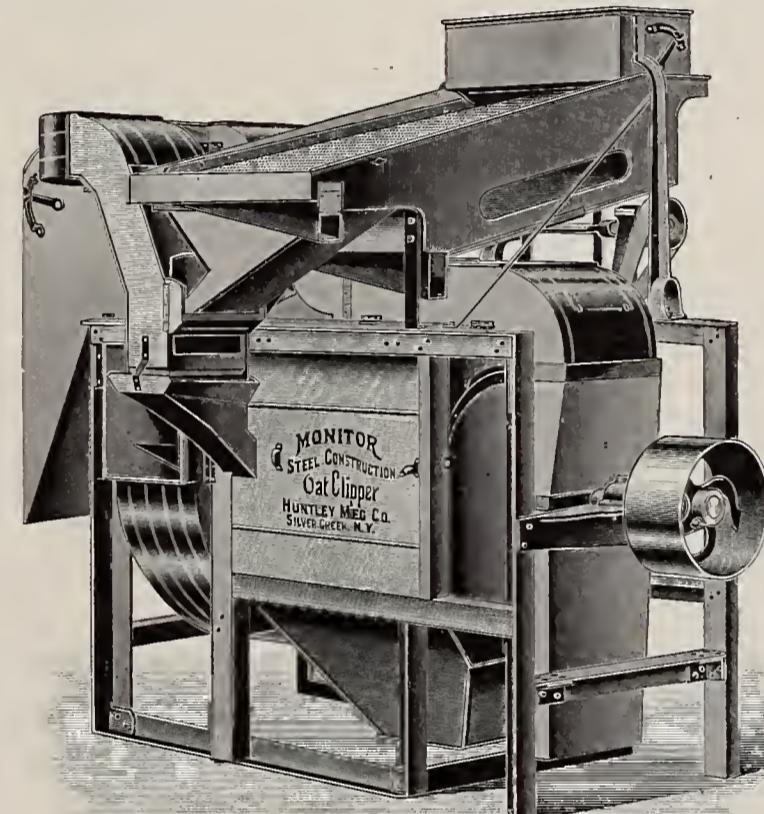
The reader of trade journals not only gets trade and technical information of a most varied character, but he is enabled to keep in touch with many individuals connected with his line of business. The man who proclaimed there was no friendship in trade did not mean precisely what the words imply. At any rate, friends get the preference at the same price, and that is a good

STEEL CONSTRUCTED OAT CLIPPER.

Indestructibility in machinery has long been a "consummation devoutly to be wished," and manufacturers have for obvious reasons been unceasing in their efforts to attain to it, not only because it was desirable in itself, from a direct point of view, but because, in certain lines, indestructible machinery became a part of the fireproof character of the risk from the insurance point of view.

Numerous experiments were made with different kinds of materials to produce indestructible elevator machinery, with more or less indifferent results; but the Huntley Manufacturing Co., manufacturers of the steel constructed oat clipper shown on this page, claim that in their product they have solved the problem thoroughly and satisfactorily, not only to themselves but to the purchaser.

These machines are constructed throughout of the best quality steel. The finished result is the product of long experimenting; and the Huntley



MONITOR STEEL CONSTRUCTED OAT CLIPPER.

deal. Every man has many friends in trade, and is interested to hear of them; and as illustration is so generally now employed, every now and then he finds in his trade journal a fine likeness of an old business acquaintance, and that number you may be sure will be preserved.

Some parties do not subscribe to a trade journal on account of the cost, just as if a \$5 bill invested in trade papers to keep informed of the trend of his own business outside of his own town were to be considered by a business man of broad views as other than a necessary part of "expense." Others still object to buying information on the ground that they "haven't time to read." Probably such men haven't the time because they have lost so much time doing things their trade paper would have told them not to do that they never will catch up with the clock and have time to do anything else but dig or vegetate. The question does not appeal to either of these classes of men whether every single number of any trade journal in their line may not contain information worth the price of a year's subscription or whether their competitors may not take a most lively interest in reading the journal to which they have taken the trouble to subscribe and profit by while the non-subscriber is trying to find out what's the matter—why the reading competitor can take things so easy and get on so nicely, while the other man continually has his "nose on the grindstone."

people have put the machines on the general market only after extensive trials of their merits, not only in their own factory, but in daily use in actual business. The result has been satisfactory in the extreme; and the machine stands today as one of the highest attainments in machinery building.

Far from being unwieldy, the Steel Constructed Oat Clipper is comparatively light. The distribution of material has been so scientifically done that the machine has the appearance of lightness and in operation is exact and positive. It is thoroughly proof against wear, fire, etc. In operation, the Steel Constructed Oat Clipper is an exact counterpart of the well-known Monitor Dustless Oat Clipper, which is one of the most extensively used machines where clipped oats are handled. The clipping is done rapidly, perfectly and without waste. The air separations are positive, and the oats emerge from the machine absolutely clean. The machines are adjustable and can do as light or severe clipping as the operator may desire.

Howard, Bartels & Co.'s "Red Book" for 1906 is out. It goes without saying that no one engaged in the grain business can get along without this complete statistical record. It covers the entire field of statistical information relating to stocks, cotton, grain, provisions, live stock, seed, etc., and is the recognized American authority.

A WHEAT PARLIAMENT.

The grain growers of eastern Washington in January held at Pullman a so-called "Wheat Parliament," in which questions of varieties, pure seed, cultivation, seeding, harvesting and marketing were discussed from many points of view. A number of very able papers were read, and so enthusiastic were those in attendance about the value of the meeting that a permanent organization was formed, to be known as the Grain Producers', Shippers' and Millers' Association of Washington, and the following officers elected: President, R. C. McCroskey of Garfield; vice-president, A. J. Stone of Rosalia; secretary, S. C. Armstrong of Colfax; treasurer, M. H. House of Pomeroy; executive committee, E. E. Elliott of Pullman, J. W. Frye of Davenport, J. T. Bibb of Tacoma. The executive committee was instructed to frame by-laws and a constitution, to be submitted to the convention, which will meet again in January, 1907, at the State College in Pullman.

Some features of the proceedings will be of interest to elevator men and grain buyers, not only of the Coast, but the country generally.

Among other papers was one by Chief Grain Inspector J. W. Arrasmith on "Shall We Have a New System of Grading?" His paper was in substance a criticism of Senator McCumber's argument for the national and uniform inspection of grain, which Mr. Arrasmith considers a practical impossibility. As to a method for arriving at an equitable dockage, a "burning question" on the Coast now, Mr. Arrasmith said:

The matter of so changing the methods of inspection as to have the state inspectors fix the amount of dockage necessary to be made on dirty and foul wheat has been agitated for the last two years by the shippers and exporters. The grain department has been experimenting with several devices, trying to find some kind of machinery which will successfully clean small samples of foul wheat, and thus enable them to determine what per cent of the grain as received is wheat and what is foreign matter.

This department, about a year ago, purchased a small, or model, fanning mill, complete in all details as to screens and sieves, and during the month of October, 1905, had each deputy inspector save a sample of the dirty wheat in such quantities that we could run it through this little mill, or some other sieves. We made quite a thorough test on these samples, and while we found that we could clean the wild oats, cockle, rape seed and other kinds of foul matter from the wheat, we also found that to so clean them required more time and expense than the department considered it could afford to expend in the matter, and to successfully clean out all the wild oats, especially, from the wheat involved the taking from the sample of more of the small berries than we thought was justified or would be fair to the farmer and shipper, and to have to guess at a portion of the dockage did not seem to us to be a fair way of getting at the correct per cent.

We, therefore, abandoned the use of this fanning mill and are now experimenting with what is known as the gravity needle screens. By using these screens with about 12 sets deep and having five or six sets of them, each of a different grade or size, we begin to think this will be the nearest correct of anything we have yet experimented with, although we have not yet tested them thoroughly enough to fully satisfy ourselves as to their adaptability to the work for which we need them.

In our experiments, so far, it has developed that the actual cost of cleaning these samples is from 10 to 15 cents per car, and as a large per cent of all the cars received have more or less dirty wheat in them it amounts to about that additional cost on the inspection of each car. It costs as much to fix the dockage on 50 or 100 sacks in a car as it would for the whole car if it was all dirty. While there is no question in my mind but that the state inspectors should really fix the dockage on all dirty wheat, it still becomes a question of the possibility of doing this additional work and paying the expenses of the same out of the fees prescribed by law for inspection.

In addition to the possibility of so reducing the expense of inspecting so as to enable the department to do the weighing, the farmers would find it a great saving, I think, by cleaning all their grain before shipping. The saving in the price of sacks alone would be nearly 15 per cent of what they now cost, and there would be a further saving of quite a large per cent of the freight charges; and in addition to these the screenings so cleaned out can always be used to better advantage if chopped and fed to the stock on the farm than if they are sold and shipped. I would like to urge on all the importance of so cleaning their grain.

With the changes herein suggested in our present system of grading and inspecting in this state, I believe the demands of all interests involved would be fully met; hence I conclude that we do not need new systems for grading grain.

As to this last point, S. S. King, deputy state grain inspector, in a paper on "State Grain Inspection," stated that from \$275,000 to \$300,000 could

be saved to the farmers annually by cleaning the grain before shipping, granting that half the crop needs cleaning. In this view he was supported by D. F. Anderson of Rosalia, a member of the State Grain Commission, who in an interview said: "I have figured the matter closely, and have no hesitancy in saying that by cleaning the wheat when it is thrashed a saving of \$37.50 can be made on each 1,000 bushels. This would result from the saving in freight paid on the dirt and foul stuff in the wheat, the extra sacks used in handling it, the advanced price for clean wheat and the value of the wild oats, cockle and other stuff taken out, which could be chopped and used for feed on the farm. I place the value of this at \$10 per ton, which is much less than the real market value of such feed, which usually sells from \$15 to \$18 per ton. The saving in sacks alone, if the grain were handled in bulk, would average about 1 to 1½ cents per bushel."

Another problem of importance was that of sacking the grain in place of handling it in bulk. The cost is between 2 and 3 cents per bushel to sack wheat, and this expense the farmers are desirous of lopping off. The topic was presented by W. H. Reed, a member of the State Grain Commission, who took the system which is made necessary, in the first place, by the requirements of the export trade, as part of his text for a fierce onslaught upon the exporters. The latter claim that as the export trade is largely (90 per cent) done on sailing vessels, the latter, to avoid possible shifts of cargo during a storm, refuse to take grain in bulk, while the underwriters would refuse to insure them if they should do so. Mr. Reed's address was a continuous performance of wailing and woe. "The grain dealer is a gambler," he said, as the foundation thought of his discourse; and upon this impudent assumption he based his grouchy explanation of all phenomena of the business. The sack tax is one of the "illegitimate factors to bamboozle us," the special bamboozle in Washington being the fact that exporters at Portland, Tacoma and Seattle, in spite of the California practice of making no deduction from gross weight for sacks, do make a dockage of three-quarters of a pound, although, like the California exporters, they sell this wheat abroad under a contract that reads, "Sacks shall weigh as wheat." Mr. Reed advocates the shipment of grain in bulk by the farmers. "The mills," he said, "can more conveniently handle it in bulk than in sacks. The interior and terminal warehouses can and will convert themselves into bulk warehouses if so required by the trade movement. The Farmers' Grain and Supply Company has already three bulk warehouses. If the terminal warehouses sacked the grain the farmer would, on this year's crop, save the following items on sacks: Sack importers' profit, \$70,000; freight on sacks to eastern Washington, \$105,000; profit to the eastern Washington sack dealer, \$70,000; freight on the sacks containing grain back to tidewater, \$22,000; add the sack weight dockage graft of \$105,000, and you have a grand total of \$372,000 that might be saved in one year."

The subject is one that is attracting wide attention among Washington, Oregon and Idaho farmers; and it is certain that a strong effort will be made to handle wheat in bulk and throw the work, if not the cost, of sacking the grain on exporters.

BOARD OF TRADE WEIGHING BUREAU AGAIN SUSTAINED.

The Missouri Supreme Court, sitting en banc, on January 23, refused to grant a rehearing in the case of the Railroad and Warehouse Commission against the Kansas City Board of Trade, recently decided in favor of the Board. The action was one to substitute Board of Trade weighers for those employed by the Board of Trade in private as well as public elevators. The court said the Commission has jurisdiction only over the affairs of public elevators.

McREYNOLDS & CO. FAIL.

McReynolds & Co., Chicago, elevator operators and grain buyers, failed on January 18, for about \$800,000, and the failure has been followed by disclosures that indicate very loose methods.

Geo. S. McReynolds, head of the company, on the day of the failure put the liabilities at \$400,000 and assets at \$300,000; the principal Chicago banks interested being the Illinois Trust and Savings (\$150,000), the Bank of Montreal (\$144,000), the Northern Trust Company, the Corn Exchange (\$150,000), and the American Trust and Savings; also a number of country banks and the National Park Bank of New York (\$60,000). Within a few hours, however, rumors of gross irregularities and disappearance of assets began to be heard, and a scramble began. The Chicago Title and Trust Company was appointed receiver, and an enquiry to trace missing assets was begun under the direction of Federal Judge Bethea before Referee-in-Bankruptcy Eastman.

The nominal assets include the two McReynolds elevators, A, South Chicago (private), and B in the city (public), and the Southern Elevator at East St. Louis and their contents of grain, but as the enquiry progressed the items began to shrink with startling rapidity. Elevator A was found to be mortgaged for \$175,000, while the grain had largely vanished. That in Elevator A, on which warehouse receipts for 2,206,054 bushels had been issued, was substantially gone, and it has been shown by the daily reports to have never contained more than 71,000 bushels since September 1, 1905, and on some days the total amount in the elevator fell as low as 3,000 bushels. Twice during January, 1906, the report showed there were but 4,000 bushels of grain in the elevator and the final report on January 19 showed only 6,000 bushels of oats, against which enormous claims exceeding the capacity of the elevator had been pledged with local and foreign banks. In Elevator B there was about 135,000 bushels of grain, to which claim was laid by the Bank of Montreal. All the grain was ordered sold, and the proceeds of that in B made a special fund, the disposition of which will depend on the status of the Bank of Montreal's claim. The grain in the East St. Louis house is all claimed by the Merchants' Exchange of St. Louis on receipts to its members outstanding.

The enquiry by Referee Eastman to find out what became of the enormous sums of money consumed by the firm quickly reached the point where Mr. McReynolds himself refused to answer questions, pleading his constitutional right to protect himself, but the employes testified to a lack of system in keeping accounts that, to say the very least, was scandalously careless and negligent. Mr. McReynolds appears also to have lost heavily in speculation, and lived extravagantly for a man conducting a losing business of great magnitude.

On the basis of the enquiry the Corn Exchange National Bank and other creditors on February 3 began an action in the Circuit Court for a receiver for the McReynolds Elevator Co., alleging that the officers of that concern had fraudulently sold more than 500,000 bushels of corn, oats and other grain held in the company's elevator in South Chicago. It was also asked the other stockholders than Geo. S. McReynolds, to wit, John F. Botsford, F. A. Rhea, James R. Godman and Frank A. Howe, be forced by the court to pay their pro rata share of the debts of that corporation. On February 6 the Chicago Title and Trust Co. was appointed receiver, as asked. This action supplements the bankruptcy action by which the elevator operated by McReynolds as his personal property in Chicago is already in the court's possession. It is expected the creditors of the elevator company will suffer almost total loss of all claims against that corporation.

The people of Hullock, Texas, are suffering from a coal famine. They have been reduced to burning corn as fuel. The roads are so bad on account of the rain that the supply of coal has reached a minimum, selling at \$30 a ton.

KANSAS GRAIN DEALERS MEET IN KANSAS CITY.

The Kansas Grain Dealers' Association met in eighth annual convention in Kansas City, Mo., on January 18 and 19, 1906. A large number of grain men greeted President L. Cortelyou of Muscotah when he called the first session to order on the afternoon of the 18th and welcomed the dealers in a brief address. He told of the healthy growth which the Association had made and the excellent financial condition in which it stood. He spoke about the railroad question and said that it would come up for discussion and he hoped all members would express their views thereon.

F. P. Lint read a paper on the subject, "Who Should Be Responsible for Loss Occasioned by Delay." Mr. Lint's opinion on the matter was that the shipper was not responsible, if his grain was of high grade. The commission man was not to blame if he discharged his duties promptly. The responsibility then fell on the railroads, and Mr. Lint advocated the appointment of a committee to work with a committee from the Board of Trade



L. CORTELYOU, MUSCOTAH,
President Kansas Grain Dealers' Association.

and one from the railroads to work out a solution of the difficulty.

W. J. Madden of Hayes City declared that the Kansas City commission men did not sufficiently protect their clients' interests.

Secretary Smiley called attention to all other markets where forty-eight hours were deemed long enough time in which to ask for reinspection, and thought someone was responsible for such long delays after first inspection.

R. B. Miller placed the responsibility on the railroad companies, which, he said, did not have adequate facilities for handling the grain which came to the Kansas City market.

Mr. Miller read a paper on "How to Reduce Shortages on Out-turn Weights," in which he advocated the establishment of a scale inspection department to examine the scales of members of the Association. He said that unquestionably the scales of dealers were often faulty, although the dealers themselves were scrupulously honest.

A number of grain men related their experiences showing that for the most part there was little complaint to be made for shortages.

J. W. Radford, chief grain inspector of Kansas City, in a paper, gave figures showing that out of 34,000 cars inspected during the year only 2,108, or 6½ per cent, were reinspected. The department was sustained in 1,141, or 54 per cent, leaving only 529 cars wrongly graded, the condition of grain having changed in 612 cases. On the subject of reasonable time for reinspection he showed that his department had inspected 835 cars the same day the order was received, 1,000 cars on the following day, 217 on the third, 29 on the fourth, in no case the

time exceeding ten days. He was in favor of a 24-hour rule excepting in the case of plugged cars.

Mr. Madden criticized the action of the Kansas Grain Board in refusing to establish grading rules as favorable as those at Minneapolis. He had insisted upon a turkey grading instead of a yellow berry, declaring that if the rules were not modified Kansas City would decline as a grain market; and he claimed that the grading at Minneapolis had built up that city as the greatest flour market in the world.

J. T. White of Ada, a member of the Board, sharply defended his act, and declaring that it was impossible to draw the line between turkey and yellow berry by reason of climatic and other conditions. He declared that the Minneapolis grading was far more lax than that in Kansas and that the Board had acted directly in the interest of the Kansas farmer and shipper in the matter, maintaining a standard that had raised Kansas wheat higher in millers' estimation than any in the world. He ridiculed the idea that a Minneapolis grading could be made to apply to Kansas grain.

President Cortelyou appointed the following committees previous to adjournment:

Resolutions—P. N. Allin, Coffeyville; S. B. Samuelson, Hiawatha; L. Noel, Glasco.

Auditing Committee—Jno. Schmidt, Atchison; S. J. Thompson, Holton; A. H. Bennett, Topeka.

SECOND DAY—FRIDAY MORNING.

Immediately following the call to order by President Cortelyou Mr. M. F. Dunlap of O'Fallon, Mo., president of the Grain Dealers' National Association, made a very interesting address in which he spoke of the value of association work and urged the Kansas grain dealers to give their support to the National Association.

George A. Stibbens, secretary of the Southwestern Iowa and Northwestern Missouri Grain Dealers' Association, followed in a speech along the same line, and told of the bad conditions in the trade before association work commenced in that territory.

E. I. King of Logan read a paper on "The Advantages to Our Association of an Association Emblem."

The matter of having an emblem made and sent to members was referred to the committee on resolutions.

A paper was read by F. B. Bonebrake of Osage City on "Coercion the Last Resort—Diplomacy in Front." He counseled arbitration wherever possible and said that coercion should only be used as a last resort.

T. L. Hoffman of Enterprise read a paper on "Foundations of Success as a Grain Man."

J. C. Robb of Wichita made an address on "Freight Rates." He said that what the grain men needed was a national law which would put an end to injustice in rates. As long as the traffic manager was obliged to show exorbitant earnings on overcapitalization of stock, just so long there would be poor railway facilities and equipment. Only a national law along lines laid down by President Roosevelt could bring relief.

FRIDAY AFTERNOON.

President Cortelyou called the meeting to order at 2 p. m. and announced the reading of the secretary's report:

This is the eighth annual meeting of this organization, and the ninth year of its existence. Time has demonstrated the fact that grain associations are necessary in bringing about better conditions. Quite a number of our present members have been identified with the organization since organized. These are the dealers that realize the benefits of organization, knowing the conditions prior to that time. I think I voice the sentiment of every dealer present to-day when making the statement that improved conditions have been brought about through organization, and if the organization was permitted to drop out of existence it would not be two years until conditions would be as bad as they were prior to organization.

Legislation.—At the last session of the Kansas legislature a bill was passed relating to the transportation of freight by the railroads, which is in substance a reciprocal demurrage law, compelling the transportation companies doing business in Kansas to furnish equipment to shippers when application is made in writing to superintendent or agent of the company. When cars are applied for under the provisions of this bill, if they are not furnished, the railway company so failing to furnish them shall forfeit to the parties

applying for same the sum of \$1 per day for each car ordered and not furnished, and all damages that such applicant may have sustained. Section 6 of the act requires when cars are promptly loaded and shipping instructions given, the agent for the company must sign and deliver to the shipper a bill of lading, and such shipments must go forward to destination at the rate of not less than 50 miles per day, and for failure to receive and forward shipments as within the specified time the company shall be liable to the shipper, \$5 per day and any loss incurred.

As other states have similar laws, namely, West Virginia, Texas and Arkansas, that have been held constitutional by the courts, we think there is no doubt that this law will stand the test of the courts, and that shippers should take advantage of same. In some sections of the state elevators have been full to bursting and thousands of bushels of grain thrown on the ground liable to damage, with no cars, accounts overdue at the bank, and the market declining. If you are forced to suspend business for a lack of cars, it is not your fault and you should not be compelled to bear the loss. If the dealer had a little more backbone, and would notify the general freight agents of the different lines that they would hold them responsible for any loss they might sustain through the neglect of the line of railroad on which they were located and make good their statement, Kansas shippers would have their share of the equipment of the different lines, instead of their sending such equipment into states South and East. What will you do about it?

Delay After Inspection at Kansas City.—Thousands of dollars have been lost by country shippers the past year on account of grain being delayed after inspected



E. J. SMILEY, TOPEKA,
Secretary Kansas Grain Dealers' Association.

and sold. Under present Kansas City Board of Trade Rules the purchaser must call for reinspection within twenty-four hours after sale or accept first inspection. It is our understanding that on all grain sold outside of the city, purchasers must call for reinspection within twenty-four hours. But grain sold to elevators is sold subject to reinspection on its arrival at the elevator. I am advised that the mills and elevators located in Kansas City refuse to purchase grain unless allowed the privilege of reinspection on arrival at the elevator.

How many present to-day have shipped to the Kansas City market, and have been notified that their car or cars have arrived and graded No. 2 or No. 3 and been sold for a price, and ten to forty days later received a letter from their commission firm reading, "We regret to report that on the arrival of your cars at the elevator reinspection was called for, and grain found to be heating, and was marked no grade, and we were compelled to resell same at a discount of from 4 to 10 cents per bushel?"

Certainly the shipper is not at fault, as he has no means of knowing that the grain is being delayed. Neither is the receiver, as it is to his interests to have the grain unloaded as quickly as possible, as he has paid draft made against the shipment and is paying interest on the value of the grain. So the fault must lie with the elevators or the railroad handling the shipment. I insist that it is the duty of this Association to locate the party or parties liable for the delay, and compel them to make good any loss sustained by shippers.

I would suggest that a committee be appointed to present this matter to the directors of the Kansas City Board of Trade and ask their support, and if necessary bring suit to locate the responsibility.

Again, we question the right of the grain inspection department to change the grade on cars of grain unless reinspection is called for within a reasonable length of time after first inspection is made, and by allowing the purchaser forty-eight hours to see the grain after purchased in a reasonable length of time. If the matter meets with your approval see that action is taken at once to try to put a stop to this delay that has cost you thousands of dollars past season.

Shipping Instructions in Tagging Cars.—For the past three years I have urged the shippers, members of our Association, when advising of shipment, to notify their commission merchants contents of car in bushels and pounds; also, if wheat, of the test weight, and also to

the importance of placing tags on the outside of both inside doors, showing test weight, grade and weight. If you will do this the inspector will not make his test from what grain he finds at the car door, but from the probe of the car. The expense of procuring such cards amounts to very little, and I am sure that it is worth a trial.

Inspection.—A great many dealers have been complaining of the inspection at Kansas City and Topeka past season, some of them declaring that they are positive that they are not getting a square deal. This is the time to discuss this matter and find out what to do.

Local Meetings.—The usual number of local meetings have been held in September, October, November and December, 1905, and with one exception have been well attended. These local meetings are of vital importance to our members, and I question very much whether it would be possible to keep up an organization of this kind without bringing the local dealers together two or three times during the year. I would recommend that local meetings be held in different parts of the state prior to July 1, and that a midsummer meeting be held in Wichita about June 20, and dealers from all parts of the state make an effort to be in attendance. If this plan meets with your approval I will try and arrange a joint meeting with the Millers' Club of Southern Kansas.

Claims for Loss in Transit.—It is a well known fact that thousands of dollars are lost annually to Kansas shippers by the refusal of the transportation companies to recognize just claims, where the fault rests with the transportation companies account of their negligence in handling grain intrusted to their care. There is no doubt that the transportation companies, when employing claim agents, employ them expecting them to refuse claims, instead of paying them. I have reason to believe that if claims having merit were presented, through the agency of a department created by the Kansas Grain Dealers' Association, and the transportation company were given to understand that all claims presented had been carefully considered and that payment was expected, and that unless payment was promptly made, they might expect litigation in collection, all such claims would be promptly paid. Both the Iowa and Ohio associations established claim departments in connection with the secretary's office, over one year ago, and I am advised that they have been very successful in making collections. This saves expense to the individual shipper, and by collecting claims that have been refused, adds to his profits.

Arbitration.—During the past year or since the time of our annual meeting there have been six different cases referred to our arbitration committee for adjustment. With one exception the amount involved in each case has been less than \$100, and I am quite sure that we have saved to the litigants more than the amount of their claim, with one exception. All commercial bodies have commenced to recognize and realize that all differences can better be decided by arbitration than litigation.

Scale Testing and Repairing.—At our last annual meeting held June 1, 1904, the question was discussed as to the advisability of the Association employing a scale inspector and repairer. No action was taken. The Iowa Association, at its last annual meeting held May 17, 1904, provided ways and means for employing a scale expert to repair and test the scales for the members on a co-operative plan, with a maximum charge of \$3 per scale. From June 1, 1904, to June 1, 1905, they paid out for such services \$1,210.76, and received \$1,116.98, showing a loss of \$93.78. When you take into consideration that there are over 1,000 elevators in Iowa, it is a question whether the members of our Association would pay the amount necessary to cover the expense of employing or paying the traveling expense of an experienced scale man. It is possible that some arrangement might be made with the transportation companies of our state to furnish free transportation for such a man. There is no doubt but what every grain dealer should have his scale examined at least once a year by an expert, and if all dealers would fall in line with that plan it would reduce the cost of the work.

In General.—As secretary, I have endeavored to conduct the work of the Association according to the policy outlined by the board of directors, and have further endeavored to serve the members of the Association to the best of my ability. I desire to express my sincere appreciation of the general co-operation and friendship of the members and officers of the Association.

W. S. Washer of Atchison read a paper on "The Association as an Economical Factor in Business."

The "Relation of the Receiver to the Shipper" was the subject of an address by J. T. White of Ada.

A. H. Bennett read the report of the arbitration committee, which was adopted as follows:

Your committee on arbitration beg leave to report that since its appointment immediately following our last annual meeting but six cases have been submitted, namely, The Beall Grain Co. vs. D. C. O'Neil, \$35.01; W. M. Chelf vs. Stevens-Scott Grain Co., \$15; Hoffman Elevator Co. vs. Robb-Bort Grain Co., \$51.50; Early, Foster & Co. vs. C. B. Gaunt Grain Co. with Gaunt's counterclaim for \$43.50, \$50; G. E. Ady & Co. vs. J. G. Maxwell & Co., \$198.45; and Longford Elevator Co. vs. Abilene Milling Co., \$82.79.

The first four of these were submitted by correspondence only; the last two were heard before the committee in regular open session.

It is commendable that from a membership of over 250, differences requiring arbitration have occurred in only six instances, involving a total sum of but \$476, and it is also a source of gratification, at least to the individual members of this committee, to know that in every instance the opinion of each member has been rendered irrespective of and without the knowledge

of what the opinion of either of the others might be, and that these opinions were in every case unanimous; and while this is not conclusive evidence that we have made no errors, it does establish the fact that in each instance these decisions were reached without prejudice, and free of any dependency one upon the other.

We are also pleased to report that no appeals have been taken from the awards made.

In two instances we found that telephone conversations had much to do with the details of the transactions and that the greater portion of these conversations were not subsequently confirmed by mail; consequently it was not only a difficult matter for the committee to determine just where each party was correct and the other in error, but doubtless also had much to do in giving rise to the controversies, and for the good of our members and the convenience of our successors, this committee respectfully begs leave to call the attention of each and every member of this Association to the importance of confirming by first mail all details regarding transactions made by telephone, for the reason that it will tend to prevent controversies, and materially help the committee in arriving at an equitable decision and award on any cases that may arise.

And if it please, we would further recommend that that part of Rule 4 relative to arbitration be amended

Check Weight Bureau, in use in various markets, whereby the members shall report to this bureau all delays in getting cars or delay in reinspection, and in moving grain at Kansas City, together with losses in transit, and to have the Bureau take the matter up with the railroad companies.

Resolved. That our president be requested to appoint a committee of three to decide upon and obtain a suitable association emblem: that a cut of same be sent to each member and that he be urged to use it when having his stationery printed.

Resolved, that an effort be made to make this the largest and best state association on the continent, and that every member make a determined effort to obtain at least one new member within the next 60 days.

Resolved, That we endorse the square deal policy of President Roosevelt, as outlined in his last message on railroad rate regulation, and that we demand that our representatives vote for such regulation and they also do everything in their power to formulate and institute a stringent railroad regulation bill and secure its passage at the present session.

Resolved, That a copy of this resolution, under the seal of the Association, be sent to the President of the United States and also to each member of the Kansas congressional delegation.

A resolution was tabled providing for a scale in-



A GROUP OF DEALERS VIEWING THE INVINCIBLE GRAIN CLEANER CO.'S EXHIBIT.

so as to read: "Shall deposit with the secretary the sum of \$5 from both members and non-members where the case is to be submitted by correspondence only, and \$10 from both members or non-members where the case is to be submitted before the committee in open session, and in case the deposit does not cover the actual costs and expenses in deciding the case, either party shall be required to pay in addition an amount sufficient to cover said costs and expenses, as determined by the committee."

Our reason for this suggestion is because differences are as likely to arise between members and outsiders as otherwise, and a non-member is more likely to submit the case if he is placed on an equality with our members so far as that particular instance is concerned. Our members have agreed to arbitrate—non-members can only be requested to do so and they have some shadow of an excuse for refusing so long as we require a deposit of twice as much from them as we do from our members.

With best wishes for the good of the Association and of each individual member, and for the universal adoption of such business methods as will continue to reduce the possibility of misunderstandings and controversies, this report is respectfully submitted.

P. W. Allin read the report of the committee on resolutions. It was adopted as follows:

REPORT OF COMMITTEE ON RESOLUTIONS.

Resolved. That N. B. Hieatt be made an honorary member of the Kansas Grain Dealers' Association and the secretary be instructed to inform him of this action, if his address can be obtained.

Resolved. That the president be instructed to appoint a committee of five to confer with a like committee from the Board of Trade; they to confer with the railway officials, so as to bring about the much-needed reform regarding delayed switching and reinspection and that this committee have power to act for this Association.

Resolved. That the Board of Directors devise some plan similar to the Car Service Association plan, in use by the railroads, and somewhat similar to the

spection bureau composed of a committee of three which should employ a scale expert to examine the scales of members, and on motion by F. P. Lint the matter was placed in the hands of the board of directors with power to act.

The election of officers resulted as follows: President, L. Cortelyou, Muscotah; vice-president, J. T. White, Ada; secretary, E. J. Smiley, Board of directors, E. N. Bailey, Baileyville; S. J. Thompson, Holton; W. S. Washer, Atchison. The meeting then adjourned.

In a circular to members, issued subsequently to the meeting, Secretary Smiley says that in view of the increase in membership of the Association, especially in the southern part of the state, and in view, further, of the fact that the southern part of the state had no representative on the board of directors, to which they are entitled, it was resolved by the official board to elect a fourth member to be selected from the southern part of the state, and the vote resulted in the election of W. A. Miller, Anthony. He adds also that an effort will be made to hold a general meeting in Wichita prior to July 1.

THE MACHINERY INTERESTS.

The following were represented in the machine, insurance and grain elevator building lines: P. H. Pelkey, Wichita, Kan.; G. T. Burrell, of Burrell Engineering & Construction Co., Chicago, Ill.; Wm.

H. Kaiser, of Weller Mfg. Co., Chicago, Ill.; T. M. Van Horn, representing the Grain Dealers' National Mutual Fire Insurance Co. of Indianapolis, Ind.; J. F. Allen, of Allen & Slyker, Kansas City, Mo.; J. N. Heater, representing the S. Howes Co., Silver Creek, N. Y.; H. C. Draver, representing the Huntley Mfg. Co., Silver Creek, N. Y.; F. W. and Otto Lehrack, of Otto Lehrack & Co., Kansas City. An especially interesting display consisted of one of the Invincible Grain Cleaner Co.'s machines in operation in the rotunda of the Board of Trade building. E. A. Ordway, the enterprising Invincible representative in the Southwest, explained the merits of the machine to the many dealers who were attracted by the exhibit.

THE DINNER AT THE BALTIMORE.

The convention closed with a most delightful feature, a dinner tendered the Association at the Baltimore Hotel by the Kansas City Board of Trade. It was served in the main dining room and was attended by almost every member of the Association and by a large number from the Board of Trade. Seated at the head table with Toastmaster Groffe were the following speakers of the evening: J. O. Bradenbaugh, president of the Board of Trade; L. Cortelyou, president of the Kansas Grain Dealers' Association; E. J. Smiley, secretary; E. D. Bigelow, secretary Board of Trade; M. F. Dunlap, O'Fallon, Mo., president of the Grain Dealers' National Association; J. T. White, Ada; J. W. Radford, Kansas City, Kan.; F. W. Frasier, Wichita; J. C. Robb, Wichita; Wm. Murphy, Kansas City; W. S. Washer, Atchison; E. F. Madden, Hayes City; W. A. Miller of Anthony; I. M. Yost, Hayes City; T. L. Hoffman, Enterprise.

ATLANTA GRAIN DEALERS.

The grain dealers at Atlanta, Ga., have organized the Atlanta Grain Dealers' Association, of which A. P. Morgan has been elected president; W. L. Fain, vice-president; A. C. Wooley, secretary-treasurer.

The following grain dealers and brokers constitute the Association: A. P. Morgan Grain Company, W. L. M. Fain, George W. Brooke, W. S. Duncan & Co., T. H. Brooke & Co., A. C. Wooley & Co., L. D. Hope & Co., Southern Flour and Grain Company, J. D. Frazier & Co., F. P. H. Akers, Atlanta Milling Company, F. B. Logan & Co., J. J. Russell & Son, Rogers & Harwell, H. H. Whitcomb & Co., W. R. & I. S. Shropshire, Joseph Gregg, Smith & Martin, W. R. & C. E. Johnston, Irwin Hazlehurst & Co., J. W. Stoffoher, C. D. Brown & Co., A. J. Kiser, H. H. McCall, J. H. Everett & Son. The following invited guests will attend the meeting: E. D. Davis, W. M. Tery, G. F. & A. Grocery Co., Estes Bros., W. W. Morgan, J. S. Sewell and Samuel Wilkins.

PORT IMPROVEMENTS AT MONTREAL.

The Railway Commissioners of Canada recently made a report to the Dominion Government recommending that additional storage be erected at Montreal to bring the capacity up to 8,000,000 bushels. At the same time the Commission made an elaborate report on the entire transportation system of Canada, recommending that the government support, or subsidies, be concentrated on the following routes: Lakes from the West to Depot Harbor and the Grand Trunk and Intercolonial to tidewater, the Midland, the Grand Trunk and Canadian Pacific Railroad to Montreal, and the all-winter route via the Welland Canal, or, if built, via the Georgia Bay Canal.

The changes in routes, improvements and new constructions recommended by the Commission would involve an expenditure of about \$100,000,000, all for the apparent purpose of getting for Canada "a greater share of the grain trade from the West to the seaboard."

Send us the grain news from your neighborhood.

TOM MORRISON.

The history of nations is the history of its great men. It is just as true that the history of the grain trade is compassed by the prominent dealers who have been identified with the buying and forwarding of grain that has sprung so richly from the fertile soil of the Central and Western states.

Mr. Tom Morrison, the subject of this sketch, and newly elected vice-president of the Indiana Grain Dealers' Association, is one of the men who have done much to place the grain business on its present high plane of commercial interests.

Mr. Morrison, born in Frankfort, Ind., in 1853, has been a member of the Indiana Association since it was organized at Muncie a number of years ago. He gained his first acquaintance with the grain trade while with the firm of D. F. Allen & Bro. at Frankfort in the years just previous



TOM MORRISON, FRANKFORT, IND.

to and following 1884. In 1886 he became traveling representative for the firm of Bowman, Paddock & Co. of Toledo, Ohio, and later, when this firm was succeeded by the Paddock-Hodge Co. in 1894, he took charge of their country elevators, with headquarters at Kokomo. The line at that time embraced about fifteen houses on the Clover Leaf Railroad. He continued as manager after J. H. Bowman had brought the line from the Paddock-Hodge Co., and later bought the line himself in company with O. J. Thompson, the firm being known as Morrison & Thompson. This firm was afterward incorporated as the Morrison-Thompson Co.

The business has always been large and the company is known as a solid, substantial house in its own territory, as well as in the Eastern terminals, to which it habitually ships.

INDIANA FARMERS ON PURE SEEDS.

The Indiana Corn Growers' Association in session at the Purdue Experiment Station at Lafayette, before adjourning, on January 13, adopted the following resolutions:

Whereas, Investigations show that, in many cases, agricultural seeds offered for sale within the state of Indiana are unfit for seed purposes, by reason of noxious weed seeds contained in them, wilful adulteration or greatly impaired vitality, and that by their use the agricultural interests of the state annually suffer immense losses; be it

Resolved, That we recommend to the state legislature the enactment of a state law which shall fix standards of purity and vitality for each of the common agricultural seeds when offered for sale within the state, provide a suitable system of inspection and fix penalties for infringements.

Resolved, That we favor the passage of a law

prohibiting the sale of adulterated stock feeds, and recommend that such a law should require that all by-products of all mills, starch factories, oil mills, packing houses, breakfast food concerns, breweries, distilleries, etc., sold in Indiana, have a name, or brand, and that each package carry an official tag, showing the available nutrients, the tag to be issued by the Purdue experiment station.

The Association also expressed itself in favor of the Adams bill, now before Congress, that has for its purpose the increasing of the government's appropriation for experiment stations.

WISCONSIN INSPECTION.

The humorous side of the Wisconsin grain inspection contest with the elevator men began since the amended law went into effect, requiring elevators to employ only weighmen authorized by the Grain Commission, under penalty of fine. But within several days after the elevators became liable to fine for not so employing authorized weighers, the Commission had not granted such authorization, and the elevator men threatened action for malfeasance in office. When the struggle began, the weighmen sent to the elevators by the Wisconsin Commission were denied access to the buildings and were accordingly withdrawn. Later, when they could have entered, it is said the Commission's financial condition was too straitened to warrant the employment of additional weighmen. The attorneys for the elevators are now claiming that this neglect on the part of the Commission has made possible a case against its employes to which it may be made a party and liable to a fine.

The Edwards-Wood Company began suit against the Great Northern Elevator Company to force the elevators, now leased by the A. D. Thompson Company, to take the wheat offered for storage purposes. The suit was intended to be in the nature of a test case to determine whether or not the clause in the new amendments providing that all elevators owned by public service corporations shall be public will stand or fall. The particular reason for this step was the car of grain which would have appeared in the controversy was inspected in the yards at the West End by the Wisconsin inspectors and graded No. 2 durum with 5 pounds dockage. At Sandstone the Minnesota inspectors took samples from the car and graded it No. 2 durum with 9 pounds dockage, the difference to be lost by the shipper being about 45 bushels. But instead of carrying the case through the courts, the parties effected a compromise, Thompson agreeing to buy the car at market price on February 1 on basis of Wisconsin inspection and to accept future cars for storage as desired.

Some inconvenience results from the attitude of A. D. Thompson, lessee of the Great Northern Elevator at Superior, from the fact that having refused to recognize Wisconsin inspection, he is unable to borrow money on warehouse receipts he cannot issue, and on February 2 had to execute a chattel mortgage on 126,000 bushels of wheat in store as security for a loan of \$100,000.

The Globe Elevator Co. of Duluth and Minneapolis has begun suit to test the Wisconsin grain law in the Federal Court at Madison. The action will be in the form of an application for an injunction to restrain the Commission from interfering with the operation of the elevators as they are being operated at the present time. The question involved will be whether or not the new law allows the elevators to operate as private houses. The amendments to the law make the elevators owned by the Great Northern road public elevators as the property of a public service corporation, and it is said that the Commission has decided to treat the Cargill, Terminal, Omaha and other elevators in the same manner.

The grand jury of Macon County on January 26 returned indictments against several local grain speculators, charging them with keeping bucket-shops. The men indicted are local representatives of Chicago Board of Trade firms.



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ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, ILL., FEBRUARY 15, 1906.

Official Paper of the Illinois Grain Dealers' Association.

THE RATE BILL.

Is the Senate amenable to public opinion? The substantially unanimous vote for the Hepburn bill by the House shows the trend of public opinion on this great question as forcibly as did a similar unanimity of the vote on the appropriations for the Spanish war. Of the seven who voted "no" three came from New York, two from Massachusetts and one each from Maine and Pennsylvania—all men whose names, save that of Littlefield, Reed's successor, are as unknown to the people west of the Alleghanies as doubtless they themselves are ignorant of Western thought and industrial necessities. Will the Senate prove as obdurate as these seven and remain as defiant of public opinion as it has been in the past?

There is some evidence about Washington corridors that the pachydermatous shell of the Senate's self-complacency has been punctured by this vote of the House; and conservative correspondents now say the Senate will pass "a bill." The Senate, without conceding any merit to the Hepburn bill, these correspondents and certain anti-rate bill newspapers in the East say, now concedes "that this practical unanimity is merely interesting as recording or expressing the universality of the opinion that some sort of control or regulation of the railways is essential."

This is something gained. No doubt the Senate will emasculate the Hepburn bill. In their superior wisdom that aggregation of corporation attorneys and unripened "boy operators" has long assumed to itself the role of savior of the Republic from the "performances of the House," but that the Senate is now willing to concede that "some sort of control or regulation of railways is necessary"

is a great triumph for the public, whether the Hepburn bill dies where it is or moves on to a limping future on the statute book.

PRIVATE ELEVATOR RECEIPTS.

The disquisition on "guarding Illinois grain warehouse receipts," printed in the Commercial West, purporting to come from Chicago, but probably written, like most of the Commercial West's similar communications, in the Minneapolis office, sounds wise, but is not very instructive, comparing, as it does, the possible worthlessness of private elevator receipts in Illinois with the unquestioned worth of public elevator receipts in Minnesota.

Now, public elevator receipts are quite as valuable in Illinois as in Minnesota, so long as the registrar does his duty, the laws in both states protecting those receipts being substantially the same. But private elevator receipts in Minnesota are probably no less worthless under the same circumstances than are those issued in Illinois. At any rate, Minnesota bankers recently refused to accept the receipts of Mr. Thompson, lessee of the G. N. Elevator at Superior, operated as a private house, and required him to give a chattel mortgage on the grain in store as security for loans thereon.

So the problem there and elsewhere is not how to guarantee the integrity of regular elevator receipts, but, as disclosed by recent events in Chicago, how to give bankers the assurance that private elevator receipts are worth the paper they are written on. Chattel mortgaging grain is too cumbersome a process. It makes the grain immobile. But if private elevator men continue in the way of destroying confidence in the personal integrity which alone can give color of value to their own paper, while they may be punished individually after the manner of swindlers and peddlers of mortgaged chattels, the grain business must itself suffer through curtailment of the credit which is necessary for its proper conduct.

AN INSPECTION INNOVATION.

Inspector Cowen's circular letter to the trade, printed on page 417, inaugurates a new system in the inspection office. It is one likely to cause considerable discussion. Being only about twenty days old, however, this discussion must be largely theoretical in character. The innovation will, of course, accomplish one immediate purpose of Mr. Cowen, to wit, bring the shipper and the office into more intimate relations—give both an excuse to at least exchange their compliments.

It may also put track inspectors on the qui vive when inspecting cars whose expected grades have been announced by the owners, even though inspectors may not know the names of the owners. It may even cause them to lean in their judgments toward the shipper's view, since track inspectors, as a rule, are no fonder of being in the minority, even on matters of opinion, than other people. This natural tendency to leniency of men "under fire," as it were, may, or may not, have been a factor of the result established by the new

system thus far, to wit, that 75 per cent of the gradings have been in accord with the expectations of the shippers as expressed on the cards sent by them with their shipments.

It is this fact, that the system is at least a partial abolition of the ancient and traditionally necessary impersonal character of the inspection, that will create the most doubt as to the ultimate value of Mr. Cowen's innovation. It is true, as we understand the matter, that the ownership of the grain will remain unknown to the inspector, even when he has notification of what a certain car is expected to grade, because such anonymity is deemed necessary to impartiality; but the fact that the inspector does know that the owner has expressed an opinion on the grade and that both that opinion and the name of the owner are known in the office, might affect the strict impartiality of his grading when the stuff is "on the line," say. The same state of facts may consciously or unconsciously affect the character of the reinspection in the office, whether it be one formally called for or one made (as it will be made) when the shipper and the track man do not agree.

Now, these suggestions are not imputations. Mr. Cowen must be credited with endeavoring to improve the service—the first chief inspector in some years who has treated the patrons of the Chicago office in other than the proverbial Vanderbiltian manner; so the innovation he has put upon its trial should have a "square deal;" its strength and its weaknesses will speedily show themselves.

COLLECTING DAMAGES.

A striking confession, coming from a lawyer, an "officer of the court," as the legal fiction has it, illustrating the difficulty—the "small shipper" finds in obtaining his legal rights as defined by statute and recognized in the common law, is the opinion of F. F. Reed, counsel of the Millers' National Federation, printed on another page. Citing two typical cases of the insufficiency of railway service, he says, in substance, that relief in such cases is practically unobtainable when the carrier is disposed to fight it. Mr. Reed is undoubtedly right. It is noticeable, however, that in states where reciprocal demurrage laws obtain the annoyances of the particular kind complained of are becoming less serious.

But in states where there are no reciprocal demurrage laws there seems to be no other way for the individual to recover for loss through insufficient car service, as well as for loss and damage in transit, than through association action, as in Ohio notably, and in Kansas, Iowa, etc. The associations can afford to employ counsel, where the individual could not, owing to the amount of his claim. But the adoption of the Ohio method makes law suits unnecessary, an agreement between Ohio carriers and Ohio shippers providing for the equitable adjustment of all damage claims by negotiation. The relations of carriers and shippers in that state have thus ceased to be those of the diagonally opposite corners of a prize ring, and are now those of reasoning business men, assuming as a basis of their

relations the good faith of each and recognition of mutual rights.

If the Ohio method were more widely imitated Mr. Reed's theory would be reversed; redress would be obtained when it should be obtained, and without recourse to law or to any other force save that of the public opinion of business men.

FREE GRAIN ALCOHOL.

Free grain alcohol for use in the arts, and denaturized for consumption as fuel and for trade uses, has been a hobby with certain persons and interests for a long time. The enormous value of free alcohol to many lines of industry is so apparent that one wonders why the merits of the proposition have attracted so little attention, but the few who have favored it have hitherto stood alone.

Now, however, it is encouraging to note, this select company of the minority is enlarging. The Ohio State Farmers' Institute at Columbus and the Tri-State Grain Growers at Fargo, N. D., in January opened the case for the farmers as producers of grain; and on the same day many local unions of the Brotherhood of Painters, Decorators and Paper Hangars in New England, having petitioned for the removal of the tax in the interest of the consumer, Congressman Roberts of Lynn, Mass., introduced a bill to provide for "untaxed denaturized alcohol for industrial purposes."

It would be difficult to find an objection to this bill on its merits, and very easy to find many cogent arguments in its favor; the necessities of the chemical industries, now largely centered in Germany by reason of free alcohol; the necessities of many trades other than the painter's; the increasing cost and growing scarcity of gasoline, owing to the motoring craze, and the probable extended use of the traction motor industrially, are of themselves sufficient to give the bill a standing, to say nothing of the great benefit it would be to the producers and handlers of grain. But like all such bills, this one will need pushing. Each grain dealer, then, should put himself on record with his congressman by asking him to vote for the bill and to urge its passage. As Congress is now constituted, if you don't ask for what you want be sure you won't get it.

ANOTHER TRUST?

The Supreme Court of Nebraska has declared the Nebraska Grain Dealers' Association an "illegal combination in restraint of trade." At least, the court, at Lincoln, on February 8, sustained a restraining order of the lower court "to prevent certain grain dealers from combining to control the price of grain in Nebraska."

With all due respect to the court, one must confess to surprise that such a decision could be arrived at. Granting the truth of the allegations that prices are made for Nebraska by the track buyers and that the independent country buyers there followed their lead, as they needs must or quit business, uniformity of prices for grain per se no more proves the existence of a "restraint of trade" than do uniform prices for daily newspapers or sugar

in a given town or common-rate area of country. Prices for grain necessarily must be the same in all places having the same rate to the terminal market. Now, of course, there is no use saying, "Any fool could see this is so," for the court is not made up of fools; but the court's decision does impress one with the fact that when it comes to the matter of interpreting the causes or the meaning or the effect of technical conditions in trade the court's opinion really doesn't count for very much.

In this particular case the operations of the line elevator companies may or may not merit criticism; but to say that the Association as such was a "combination in restraint of trade" is about as reasonable as to declare that the activities of the Keeley institutes constitute a covert "combination in restraint" of the trade in Peoria whisky.

HARD AT IT.

The directory of the Grain Dealers' National Association has begun an active campaign to secure direct memberships among country dealers in unaffiliated territory; that is to say, in all parts of the United States outside of Indiana, Ohio, Buffalo, N. Y., and the jurisdiction of the Grain Dealers' Union of Iowa-Missouri. While the work is being attended with some degree of success, it does seem like an anomalous proceeding that the National should be required to spend its money and devote its energies to procuring recognition in territory, some portion at least of which has several times declared by vote of the state association in annual meeting that it desired affiliation with the National, and no organized part of which, save Texas only, has positively declined in open meeting to continue affiliation. In other words, the affiliation of unattached associations is, and for two years last past has been, "up to their directors," who, however, plead financial inability.

With the uniform bill of lading question still a menace; with the rate bill in Congress still hanging fire; with the "elevator allowances" menacing the existence of individual dealers and fobbing charges waterlogging the export trade and making rate settlements difficult if not impossible; with different rules in as many markets for grading the same grain; with trading rules as indefinite as the commercial laws of the states; with innumerable other questions of transportation, weights, privileges, etc., crowding upon the trade, the non-solution of which tends to make it harder, absolutely and relatively, for the individual to do business on a profitable basis, the National's executive committee is forced to say in circulars to the country trade that—

The correspondence relative to the proposed annual meeting of the National had developed the fact that a number of associations were not then and had no prospect of being in any better position to finance an affiliation with the National than they were in the past, and that while the secretaries and officers conceded the National Association to be worthy of support, there was no reason to believe that the events of another year would bring us any nearer an adjustment than we are at present.

This, let it be repeated, is anomalous—abnormal—absurd. If the directories are con-

vinced the trade needs no national organization they should stop conceding and frankly say so both to the National and to their people; otherwise, instead of "damning with faint praise," they should join with the National's committee in the work of educating their people up to the habit of spending \$1 a head per year on the National and realize the benefit of its paper possibilities.

UNIFORM INSPECTION.

The Indiana Grain Dealers' Association has gone on record in favor of uniform inspection; the members of that Association could not quite understand why oats that grade only No. 3 at Toledo will grade No. 2 in New York and thought it time to ask for reform.

This is but a "straw," but it may be possible to take counsel from straws of the way the wind blows. And while the exchanges of the country continue to ignore the whole question of uniformity in the grading of contract and export grain, anomalies like that cited above continue to make critical certain shippers and also some farmers who are becoming educated in the meaning of things of the trade which formerly they treated as occult matters, beyond their interest or comprehension; and their injury, real or fancied, is now taking itself to Congress and state legislatures.

Of the McCumber bill grain men think about as little as did the expert at Chicago who, the other day, felt called upon to read the bill, but who, when he read that the chief inspector's salary should be \$3,500, threw the bill into the garbage box, disgusted.

But the bill introduced in the Senate on January 31 by Senator Carter may be of a different complexion. The Agricultural Department has expressed itself as opposed to the McCumber bill, probably because of its insufficiency for its declared purpose; but we are not so sure the Department is opposed per se to the idea of taking charge of the inspection of grain in interstate commerce under certain conditions.

Senator Carter's bill may, therefore, be an entering wedge that may ultimately split in pieces the entire system of state and exchange inspection of grain. The bill provides—

That the secretary of agriculture is hereby authorized and directed, under such rules and regulations as he may establish, to examine and to report upon the nature, quality and condition of any sample, parcel, or consignment of seed or grain which has been submitted for that purpose and to furnish a copy of the report to the person who submitted the seed or grain; and the secretary of agriculture is hereby authorized to charge for the said examination and report a price which shall cover the expense involved, the money to be deposited by the secretary of agriculture in the United States treasury.

Sec. 2. That there is hereby appropriated, out of any money in the treasury not otherwise appropriated, the sum of thirty thousand dollars, to be expended for all necessary expenses to comply with the provisions of this act under the direction of the secretary of agriculture.

One feature, at least, of the work of the Farmers' Co-operative Elevator Co. at Springfield, Minn., can be commended—its decision to supply indigent renters, who lost their seed last fall, with a supply for next planting.

Editorial Mention.

A clean elevator is as sure a sign of a good business man as a clean house is of a good housewife.

It is beginning to appear that all seed corn saved in Iowa is not good—much of it is bad. Dealers should warn their readers to test their seed early and learn what is its condition.

The statistical record of the corn crop of 1905 reveals no fact of more interest, perhaps, than that South Dakota grew 51,615,000 bushels of corn, with an average of 31.8 bushels per acre.

New Orleans has been doing a big export business in grain this winter; but with all the local elevators in outside private hands, one doesn't see just how the business can be very profitable to New Orleans grain men.

It will be just as well for dealers to now remind farmers that smut in oats may be prevented by treating the seed. This fact ought to be well understood by all farmers, but no one seems to forget things quite so fast and so often as the intelligent farmer. Prod him once more.

New York has had to abandon the rule permitting Buffalo delivery on Produce Exchange grain contracts. The theory was attractive, but in practice it did not work out, chiefly, perhaps, because the railroads have been tied up and could not or would not deliver promptly, and because of the everlasting tampering with the rates.

The attorney-general of the United States has expressed the opinion that the secretary of agriculture may lawfully publish a list of persons or corporations known to be adulterating seeds. Such a list issued regularly by the Department would find its way into the agricultural papers and ought to be enough to put a stop to the practice without much further legislation.

More losses from corn going wrong are reported in many parts of the corn belt. These losses would have erected a good many driers which would be ready to do business next fall and winter. Some men in the country have to have a good many hard knocks before they learn what is true economy—either not to try to handle wet corn at all or to provide themselves with facilities to do it safely.

The question is asked why railroads do not take as good care of grain in transit as they do of stock, fruit, etc. Well, the law steps in to prevent the live stock from abuse, and perhaps the large and juicy rake-off from the icing charge in the case of a refrigerator car of fruit may have something to do with the solicitude noted. But do the roads take no care of grain cars? The cars pictured on page 361 of the January number and on page 423 of this number show that someone, evidently not the owner of the grain, has tried

to stop a leak. Bear in mind that a fruit shipper would hardly accept a refrigerator which he saw to be full of holes to let in the deadly hot air to destroy his fruit; but some shippers will accept almost anything for corn that runs on wheels, even when they could get better by demanding it. "Heaven helps those who help themselves"—when they can.

The Grain Dealers' N. M. Fire Insurance Co. reports that in 1905 of 30 losses reported no less than six, or one-fifth, were put out by use of barrels of water and buckets. Perhaps others not reported were so extinguished. Which gives added emphasis to McCotter's aphorism, "A barrel of brine is of no value without the fire pail, nor the fire pail without a barrel of brine. Remember that the two must always be together."

Baltimore's joy over the recovery, this season, of her grain export trade has been changed to gloom by the Pennsylvania R. R. declaring an embargo on grain shipments from any point on its lines to that city. The road simply has not the facilities for doing the business delivered to it, and is especially crippled by the absence of a grain drier to condition corn for export. A drier is in course of construction, but meantime Baltimore's trade must wait for its completion.

The Commerce Commission has no power to enforce its own rulings, but it does do things on occasion, nevertheless. The 3-cent drawback scandal at Louisville is a case in point. The Commission's investigation disclosed the crookedness there and has resulted at least in putting an end to the fraudulent practices which the situation encouraged, by heavily fining certain members of the grain trade who profited by the frauds. However, all is not peace at the Louisville crossing for all that.

Philadelphia, like Baltimore, is buried under a glut of grain which neither the Pennsylvania nor the Reading road can handle; and yet both roads have the unadulterated nerve to demand demurrage charges. As exporters are taxed demurrage by the vessels waiting for grain to be delivered by the railroads, they are doubly taxed. The upshot of the matter is a threat of going to Harrisburg for a reciprocal demurrage law. Both ports need better elevator facilities if either is to continue in the export trade.

Apropos Mr. Breed's remarks on trade journals on another page, a contemporary says:

Sound thinking requires knowledge of one's business. The best way to add to your information about your line of business is by carefully reading your trade papers while they are fresh. Some dealers say they haven't any time to read. Such men evidently have no time to think: more's the pity. To know the truth about things we must read about them, observe them, study them. Hard work with the hands will not make up for a lack of hard thinking. It takes more and better thinking every year to keep up with the modern and improved ways of conducting a business.

Grain dealers are no exception to this rule; but it must be confessed that the reading of

the grain trade papers does sometimes interfere sadly with the progress of a first-class game of checkers or seven-up.

Mild winters have never been looked upon with equanimity by farmers; yet it does not appear from the records of the Weather Bureau that they presage short crops the following season. In fact, as one commentator on this record says, "The inference from these several comparisons is that the fate of a winter crop is settled mainly by the season's vicissitudes after, not before, the present time of year. This explains why the grain trade as yet is merely talking of what may happen to the crop, not what has happened."

The Tri-State Grain Growers' Convention at Fargo adopted a resolution characterizing the free seed distribution as "a useless waste of money." Very good, but how many of the said grain growers will refuse to accept the seeds from their congressmen when they arrive, or have had the temerity to tell them in reply to their notification that seeds would be sent that they don't want the stuff and will not vote again to retain any man in Congress who will vote to continue such "a useless waste of money?" Not many, we'll warrant.

E. J. Smiley has, of course, been re-elected secretary of the Kansas Grain Dealers' Association. Mr. Smiley has been of great service to that body of dealers during the past decade. He has brought order out of the former chaos of the trade in the state, and the dealers know it. They know also his sincere devotion to his work, which is as real a thing as his capacity to successfully manage the affairs of the Association as its secretary. Smiley is popular in Kansas, as he well may be; and as long as Smiley is willing the Association will be willing also, no doubt.

The experiences of Indiana grain dealers with the 1905 crop of corn thus far have thoroughly awakened that state to the need of new seed and better methods of corn culture. And the winter corn school at Purdue University will, it is believed, ultimately result in the formation of a corn growers' association in every county in the state; and these, with the help of the annual winter classes, will assuredly replace the state in the front rank of the states producing sound corn; so the experience of last fall and this winter may be a disguised blessing.

It is not likely that purified grains will be admitted to the regular grades. Not that there is necessarily objection to them on account of their quality or character; but as the general public does not quite understand what it all means, and purification has had the misfortune to have gotten into the laws and the courts, there is a prejudice against it. Yet as many reputable dealers handle purified grain and advertise that they handle it, and as many shrewd buyers take it and use it, it would be only fair to have a separate section of the inspection rules to cover that class of grain. It could then be inspected and sold on its

merits. The prejudice once obtaining against kiln-dried corn is passing under fair treatment of the latter; let the purified grain be similarly treated. If it can make a market for itself in a legitimate way it ought to be allowed that privilege and not be arbitrarily damned as "no grade" when dealers are actually selling it as good stuff.

It is, of course, perfectly proper for the authorities of Minnesota and South Dakota to call the attention of grain buyers to the fact that it is unlawful to take more pounds for a bushel than the law allows; but they should not also overlook the fact that oats and barley, as marketed by farmers, contain a considerable percentage of dirt that will sell nowhere for either oats or barley, and somewhere in the chain of handlers someone must stand the loss in handling it. In handling wheat the dockage for dirt is everywhere allowed; why not also in handling oats and barley? This may be done directly, or indirectly by a cut in the price; the farmer objecting to the direct method, the authorities should be frank enough to remind him that he must then stand the dock indirectly, for the farmer may not sell dirt for good grain. The trouble with the commissions referred to is, however, that, like other similar political bodies, they take the politician's way of making the necessities of the buyer to save himself from imposition appear as a graft, which it is not.

The attack upon the Duluth Board of Trade by the attorney-general of Minnesota, at the instance of the Minnesota Farmers' Grain Exchange, is a buncombe proceeding pure and simple; but it goes to the heart of the public exchange system. If any individual, or company of individuals, can demand a membership on a live stock, grain, produce or stock exchange and enforce that demand by mandamus, the exchanges may as well abandon their organization and turn the business they transact and protect and foster over to the dogs and be done with it. Suppose the Duluth Board of Trade has twice or thrice, or seventy times seventy times, refused the alleged application for membership of the Minnesota Farmers' Grain Exchange (which it is positively asserted never was made), the Board has the charter right to limit and to select its own members and to reject any applications it sees fit to reject. It does not appear that the Board has done that, but even if it had there is no "restraint of trade" in the act. The Farmers' Exchange has no difficulty in selling its grain or that of its members, although the attorney-general declares that it has been discriminated against. If this were true there might be cause for complaint; but there is nothing in the rules of the Duluth Board to prevent any member from handling all the farmer business he can get; and it is so handled on the floor of the Board every day. That commission men dislike to handle farmers' company accounts is true—too many of them having been hit too hard to make further business of that character desirable. It is said that one of the big houses at Duluth

has for several years last past charged on an average \$10,000 annually to profit and loss as its end of the farmers' elevator business. But that the farmers' companies cannot sell their grain advantageously in Duluth is no doubt a libel born in the brain of the queer people who are now fomenting unrest among a class of producers who are peculiarly the favorites of the law and the executive authorities, and whose privileges are far more assured than those of the merchants who cater to them.

One W. H. Burke, who in June last obtained some dubious fame by uttering false bills of lading for grain, signed with the name of Pace & Co., was the other day found guilty at Wichita, Kan., of forgery in the third degree, the verdict carrying a penalty of seven years in the penitentiary. The culprit, who has thus blasted his own career and soiled the name of his wife and three-year-old daughter, will be punished as the law directs; but that other man, whose meteoric example had blazoned out the ease with which such crime may bring temporary success by its profits in money, still plays hide and seek with justice behind technical legal objections and appeals from court to court. Burke is unfortunate. His is the first case to reach finality in the way the criminal statute ordains and the safety of the business community demands; let the man who blazed this iniquitous trail meet a similar fate. Then forgery of bills of lading and the kindred crime of uttering warehouse receipts for and borrowing money on grain that has no physical existence may become less fashionable.

According to a Kansas City report, the Burlington has begun an attack on the "elevator allowance" system by refusing to pay the tax except for actual services rendered; that is to say, the favored elevator will be paid hereafter only for actual transfers of grain, and not, as we understand it, for unloading the lessee's own grain into his own elevator, as has been and still is the custom on other roads. This is a considerable step forward and may be the inauguration of a movement for reform that must come speedily if the private shipper of grain is to continue in business except at the sufferance of the lessees of the railroad terminal houses. It is too much to expect now that the Burlington and other roads will soon imitate the C. G. W. Ry. in providing houses like the "Independent" at Omaha, where one man's grain is received and handled on exactly the same terms that all other men's grain is, and so eliminate the allowance in toto; but in the restoration of the grain business to its former condition and to follow along the lines of the presidential "square deal," it must eventually come to that, or else private individuals must step out of the game of trying to handle grain on their own account except on terms that other and bigger dealers nominate. Furthermore, as we have seen in the present effort to adjust the corn rate from Missouri River to the seaboard, the "allowance system" is a veritable Theban sphinx which must be slain before the country grain shipper can feel himself in a safe position and

the railroads themselves have any assurance of peace.

Mr. Stickney of the Chicago Great Western Railway is alone among the big railroad men of the country in voicing his belief in the necessity of some control of railway management. No doubt Mr. Stickney's views are inspired by the beneficial effect of such control on railway treasures, which would be as real as the benefit to the public. Yet Mr. Stickney's views, as expressed at the Chicago real estate banquet recently, sound like a word from the other side. "A railway," he said, "is a natural monopoly, which cannot be changed by law or revolution, and only can be changed by the destruction of the railways themselves. It is no answer to the truth that a monopoly is bound to become an oppression, to assert that the first fifty years of the railway monopoly has not been oppressive." But the railways themselves are victims also—powerless before the majesty of the big shipper. "Would the combination of all roads into one cure the evils of rebates and discriminations?" he asks. "It seems probable that the autocracy thus created would be strong enough to defy rebate takers, but whether it would destroy rebates would depend upon the personal interest in the manufacturing and commercial enterprises of the czar and the grand dukes." The rate question will, then, not be settled until the rate taker is made equally guilty with the rate giver, since the latter is quite as much a victim of the system as is the small shipper in his competition with the big shipper, but in a different way.

The Keep Commission has reported on the crop reporting methods—handled the subject conservatively, but recommending a number of changes that are looked upon as improvements, chiefly in the way of increasing the number of traveling correspondents of high ability and improving by better salaries the service obtained from the state agents, who should be subject to the supervision of a regular inspector, such as does not now exist. The report also recommends that

crop conditions should be expressed in percentage without fractions, since the use of fractions implies a larger measure of accuracy than can be expected of a mere estimate, and since all the figures on which the crop estimating board exercises its judgment are in percentages without fractions.

Unfortunately most of the report is devoted to cotton, but the change of method in reporting on that staple can be made to apply to grain also. Meantime, the National Board of Trade's committee on crop report, headed by Charles B. Murray of Cincinnati, rather knocks the Keep Commission report in the head by saying, among other things, in their recent report, that—

Taken as a whole, the crop reporting work of the Department of Agriculture the past year has been as close to lines of accuracy as a reasonable view and intelligent understanding of conditions incident to such difficult operations can expect. The general public has been currently and regularly advised on questions of area, on prevailing conditions attending the situation of crops, and finally on the evidences of production.

If this is true, what's all the row about?

TRADE NOTES

The Beebe Grain Co. of Butte, Mont., has favored us with a handsome calendar. It shows a number of cowboys "roping" a grizzly.

A. S. Smith will represent the Huntley Manufacturing Co. of Silver Creek, N. Y., on the Pacific Coast, with headquarters at San Francisco. He started West February 2.

The Macdonald Engineering Co., 549-553 Monadnock Building, Chicago, is manufacturing the Ellis Grain Drier, which has been improved and is giving excellent service in the plants in which it has been recently installed.

The Jeffrey Manufacturing Co., Columbus, Ohio, has issued a handsome catalogue, Bulletin No. 11, devoted to coal mining machinery. The book has 44 pages and is profusely illustrated with halftones of the various machines, etc.

After an absence of ten months C. H. Sterling is again representing the Invincible Grain Cleaner Co. of Silver Creek, N. Y., and informs us that he is renewing old acquaintances among the trade and forming new ones.

It is announced that the Banner Manufacturing Co. will erect a plant at Hamler, Ohio, for the manufacture of elevator buckets. The company has been incorporated with a capital stock of \$200,000. A. M. Jackson is president.

J. J. Gerber, Minneapolis, Minn., has enlarged his facilities for making the Minneapolis "V" Elevator Bucket, which has proven very popular among grain men and millers and for which he is in receipt of very many testimonials with expressions of high regard as to its worth.

N. A. Grabill, grain elevator builder at Daleville, Ind., reports a very profitable year's business during 1905, with a number of modern elevators of his construction in successful operation in Indiana, Ohio and various central points. One of his late contracts is plans for a large flour mill at Daleville.

The February number of Graphite, the Joseph Dixon Crucible Co.'s interesting little paper, is full of good reading. Although a house organ, the paper is of more value to the man who uses power than are many publications of greater pretensions. Graphite is sent free to those who write for it.

At the recent annual meeting of the stockholders of The Wolf Co., Chambersburg, Pa., H. G. Wolf was elected president of the company; J. T. Pensinger, vice-president; M. N. Hartz, secretary, and I. C. Walk, treasurer. The directors are H. G. Wolf, M. N. Hartz, I. C. Walk, M. D. Lehmaster, J. A. Strite, John T. Pensinger, W. E. P. Wolf.

The N. P. Bowsher Co. of South Bend, Ind., is sending the trade an unique mailing card. It shows a picture of a nondescript animal that, apparently, is part steer and part buffalo, and calls attention to the fact that it was not fed on the product of the Bowsher Feed Mill. Incidentally the card calls attention to the good points of the company's mills and accessories.

The Minneapolis Steel & Machinery Co. of Minneapolis, Minn., has begun the manufacture of a gas engine and gas producer and is booking orders for units of 25, 60, 75 and 100 horsepower, or any multiple thereof. Some time ago the company purchased drawings of the Munzel Gas Engine and Producer manufactured by the G. Luther Co., Braunschweig, Germany, and also imported a 50-horsepower engine which was thoroughly tested before the company began the manufacture of similar engines. The results have been so satisfactory that the Minneapolis Steel & Machinery Co. is preparing to offer these gas engines for sale to the public, with guarantee to produce 1 horsepower per hour on less than 1 1/4 pounds of

coal. Further than this, the company furnishes an engine that will run from Monday morning to Saturday night without shutdown.

The Weller Manufacturing Co. of Chicago, manufacturers of elevating, conveying and power transmission machinery, have been showing in their advertisement various machines of their make as "Weller Specialties." These could be as justly termed "elevator specialties," as the popularity of their lines of machinery has created and kept a constant good demand for machinery of their manufacture for grain elevator and mill equipments.

The firm of Allen & Slyker, a new grain elevator building firm of Kansas City, Mo., present their announcement to our readers in this issue. The firm was organized January 1, 1906. J. F. Allen was for years with the Great Western Manufacturing Co., superintending the construction of grain elevators and mills, and has wide experience in that class of work. W. F. Slyker has spent years in general construction work and brings a full knowledge of modern construction of large plants to the new firm.

S. H. Tromanhauser, grain elevator engineer of Minneapolis, Minn., will start into the spring business with very commodious offices at No. 3 Old Chamber of Commerce Building, to which he moved from the Phoenix Building. The new location is convenient to the Minneapolis Chamber of Commerce and the country grain dealer will find it but a step from 'change to the office. Mr. Tromanhauser's new style brick elevator proved very popular last season and indications point to an extraordinarily large year's building business.

NORTHEASTERN INDIANA GRAIN DEALERS.

The Northeastern Indiana Grain Dealers' Association held its annual meeting at Fort Wayne on February 6. Some forty shippers and a number of representatives of receiving firms of Cincinnati and Pittsburg were present.

Officers were chosen by the Association as follows: President, C. E. Bash, of Bash & Co., Huntington; vice-president, Amos E. Zehr, of Lagrange; secretary-treasurer, George Arnold, junior member of Arnold & Son, Bluffton.

The principal address during the afternoon was made by Charles S. Bash of Ft. Wayne, who talked of the injustice done to shippers by the demurrage system. His talk was along lines of previous speeches and papers on the subject, and his views were heartily endorsed.

William Stueve of Cincinnati explained the new weighing system inaugurated in that market under the auspices of the Chamber of Commerce. The chief weighmaster and the deputy weighers are chosen by the chamber directory, and the weighers are shifted about from place to place to prevent favoritism to any of the receivers. Mr. Stueve stated that the new system will result in a square deal to the shippers.

Experience talks on the grain situation were made by a number of dealers, and it developed that there is now a great deal of grain to be moved in Northern Indiana. Cars, it was stated, may now be obtained more easily than for some time and corn which was held because of the car shortage is now going out. The corn, it was said, is not in the best condition, but the crisp, cold weather had improved its quality somewhat.

At the night session talks were made by E. M. Wasmuth of Roanoke, Secretary Brafford of Indianapolis, and C. A. McCotter.

MEMPHIS ASSOCIATION.

The Memphis Grain and Hay Association, Memphis, Tenn., closed its fiscal year on January 30. The Association has issued a circular to all buyers affected by the Memphis market urging them to weigh a sufficient number of sacks of grain, chops, bran, mill feed and bales of hay, from whatever market it may come, and assure them-

selves of correct weight. They are asked to report all cases of short weight to the Association. The election of officers for the Association for the ensuing year resulted in the re-election of the outgoing officials, as follows: Chas. D. Jones, president; V. L. Rogers, J. B. Edgar, secretary and treasurer.

NEW SANTÉ FE ELEVATOR.

The contract was awarded on February 6 by the Santa Fe Railroad to the Macdonald Engineering Co. for the erection of a 1,500,000-bushel grain elevator at Wood Street and the river, Chicago, to replace the house burned some months ago. The plans for the elevator, made by John S. Metcalf Co., include specifications for a working house and an annex.

The working house will be a brick structure with wooden bins, while the annex will be of concrete. There will be new power house, stack, drier plant and modern steam and electrical equipment. The working house will have a handling capacity for 300 cars per day.

The elevator will be located on a new slip for the accommodation of vessels and it is said the shipping capacity to boats will be unequaled by anything in the Chicago harbors.

The entire plant will be completed to handle this year's crops.

KEYSTONE ELEVATOR COMPANY.

For about two years last passed, the Keystone Elevator Co. of Philadelphia has been the subject of much acrimonious criticism on the Commercial Exchange, the charge being made that the company has been the beneficiary of rebates from the Pennsylvania Railroad. So fierce has this controversy waxed on 'change that the body has become divided into factions, and besides forcing some changes in the management of the elevator (such as the resignation of Harvey C. Miller as its president in the interest of harmony), it divided the Exchange at its recent annual election, when the Keystone partisans were out by the election of Jas. L. King as president of the Exchange.

The Keystone Elevator Co. has always been under the, at least nominal, control of a member of the Exchange, but the elevator company has had no direct connection therewith; and as the complaints against it of unfairness in the trade have waxed, the Exchange has appointed several committees to investigate the charges. The last committee on January 27 reported, after twenty months of agitation on 'change, that there is no discrimination practiced by the Railroad Company, and that the operation of the Keystone Elevator is conducted on a fair and equitable basis for everybody.

The report says in substance that after repeated complaints the Pennsylvania Railroad removed Harvey C. Miller as manager of the elevator, and put in his place W. F. Hagar, a former president of the Commercial Exchange. But this did not satisfy the complainants and more letters were addressed to the Railroad Company desiring to have the matter settled before the expiration of Mr. King's term as president. Mr. King appointed the special committee (composed of Geo. M. Warner, R. S. Dewes and H. A. Stiles) to make another investigation. The report of the committee among other things declared: "The whole investigation leaves us satisfied that no discrimination in rates of freight or car service is made by the Pennsylvania Railroad Company and that the Keystone Elevator & Warehouse Co. is impartial in charging and collecting from all patrons neither more nor less than its published scale of charges."

Amount of grain inspected during the month of January at the Indianapolis Board of Trade was: Wheat, 18,000 bushels; corn, 1,072,800 bushels; oats, 124,500 bushels. For the same month last year, wheat, 39,000 bushels; corn, 858,500 bushels; oats, 98,750 bushels.

RECEIPTS AND SHIPMENTS.

Following are the receipts and shipments of grain, etc., at leading receiving and shipping points in the United States for the month of January, 1906:

BALTIMORE—Reported by H. A. Wroth, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1905.	1904.	1905.	1904.
Wheat, bushels.....	358,105	124,858	281,024	.....
Corn, bushels.....	7,691,607	2,280,930	6,695,045	2,460,542
Oats, bushels.....	450,293	174,100	180,450	574
Barley, bushels.....	38,056	5,187	.....	.....
Rye, bushels.....	203,031	37,101	60,000	.....
Timothy Seed, lbs.....	3,499	1,386	7,917	6,156
Clover Seed, lbs.....	8,454	6,339	1,900	11,324
Hay, tons.....	7,711	4,136	3,328	1,341
Flour, bbls.....	138,581	183,190	204,040	66,602

CHICAGO—Reported by Geo. F. Stone, secretary of the Board of Trade.

Articles.	Receipts.		Shipments.	
	1905.	1904.	1905.	1904.
Wheat, bushels.....	992,896	1,753,400	783,356	1,298,499
Corn, bushels.....	8,735,964	10,264,528	6,234,449	5,377,724
Oats, bushels.....	8,124,750	3,579,795	7,617,711	4,406,933
Barley, bushels.....	2,152,922	2,085,204	1,053,016	647,125
Rye, bushels.....	165,967	130,813	121,254	140,982
Timothy Seed, lbs.....	1,171,520	2,856,170	1,671,299	1,182,219
Clover Seed, lbs.....	584,641	453,970	482,102	621,614
Other Grass Seed, lbs.....	1,513,600	722,280	2,535,410	1,221,931
Flax Seed, bushels.....	137,800	122,251	8,020	11,117
Broom Corn, lbs.....	828,570	1,301,228	489,659	932,842
Hay, tons.....	20,757	19,477	1,778	887
Flour, bbls.....	740,970	571,945	567,665	512,596

CINCINNATI—Reported by C. B. Murray, superintendent of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1905.	1904.	1905.	1904.
Wheat, bushels.....	223,574	137,815	248,038	119,287
Corn, bushels.....	77,566	893,380	561,964	425,448
Oats, bushels.....	790,920	350,370	723,630	188,317
Barley, bushels.....	252,750	114,010	215,110	3,000
Malt, bushels.....	132,340	95,000	36,082	40,062
Rye, bushels.....	78,396	27,255	49,696	14,114
Timothy Seed, bags.....	499	465	751	1,468
Clover Seed, bags.....	5,836	1,670	1,610	2,134
Other Grass Seed, bags.....	12,320	17,004	9,771	10,571
Hay, tons.....	24,509	8,780	18,625	4,476
Flour, bbls.....	137,684	121,933	94,984	104,267

CLEVELAND—Reported by M. A. Havens, secretary of the Chamber of Commerce.

Articles.	Receipts.		Shipments.	
	1905.	1904.	1905.	1904.
Wheat, bushels.....	47,514	47,250	29,500	8,050
Corn, bushels.....	936,819	1,530,698	568,452	1,276,308
Oats, bushels.....	393,203	516,190	76,778	340,213
Barley, bushels.....	17,000	16,580	750	.....
Rye and other cereals, hu.....	643	.....	.....	2,214
Hay, tons.....	3,940	4,137	1,007	743
Flour, tons.....	3,510	3,891	1,623	1,985

DETROIT—Reported by F. W. Waring, secretary of the Board of Trade.

Articles.	Receipts.		Shipments.	
	1905.	1904.	1905.	1904.
Wheat, bushels.....	87,169	24,791	28,886	14,904
Corn, bushels.....	836,293	375,815	361,456	106,473
Oats, bushels.....	228,027	190,071	44,924	61,225
Barley, bushels.....	356,078	90,898	3,562	21,199
Rye, bushels.....	19,343	11,864	59,765	20,877
Flour, bbls.....	28,700	10,600	19,000	6,000

DULUTH—Reported by H. B. Moore, secretary of the Board of Trade.

Articles.	Receipts.		Shipments.	
	1905.	1904.	1905.	1904.
Wheat, bushels.....	2,817,337	1,115,528	91,235	119,970
Corn, bushels.....	44,916	1,358	.....	.....
Oats, bushels.....	1,039,483	402,445	198,869	56,416
Barley, bushels.....	447,357	38,733	196,843	69,575
Rye, bushels.....	41,089	14,792	3,277	719
Flax Seed, bushels.....	1,305,599	611,500	83,889	128,620
Flour, bbls.....	56,045	41,840	43,185	40,800

GALVESTON—Reported by C. McD. Robinson, chief inspector of the Cotton Exchange and Board of Trade.

Articles.	Receipts.		Shipments.	
	1905.	1904.	1905.	1904.
Wheat, bushels.....	243,443	.....
Corn, bushels.....	2,861,647	1,739,492
Barley, bushels.....	40,000	.....	.....

KANSAS CITY—Reported by E. D. Bigelow, secretary of the Board of Trade.

Articles.	Receipts.		Shipments.	
	1905.	1904.	1905.	1904.
Wheat, bushels.....	2,139,000	1,776,600	1,167,000	1,077,300
Corn, bushels.....	3,092,000	1,047,600	2,063,000	1,055,700
Oats, bushels.....	675,000	364,800	616,500	270,000
Barley, bushels.....	95,000	38,000	19,000	9,000
Rye, bushels.....	33,000	16,800	20,000	8,000
Bran, tons.....	600	330	2,670	2,100
Flax Seed, bushels.....	.....	800	.....	.....
Hay, tons.....	17,700	10,960	6,790	4,170
Flour, bbls.....	.....	.....	98,000	107,400

MILWAUKEE—Reported by Wm. J. Langson, secretary of the Chamber of Commerce.

ELEVATOR AND GRAIN NEWS

ILLINOIS.

J. F. Hegener has sold his grain business at Bluff Springs, Ill.

A farmers' elevator company has been organized at New Bedford, Ill.

P. A. Felter of Eureka, Ill., has purchased a second elevator at Secor, Ill.

New machinery has been installed in the Greenleaf elevator at Alexander, Ill.

T. J. Hagaman of Rahway, N. J., has taken possession of the elevator at Bolton, Ill.

An electric engine has been installed in Norton & Co.'s elevators at Romeoville, Ill.

The new Truby grain elevator at Andres, Ill., was opened for business last month.

The White & Rumsey Grain Co. of Chicago has increased its stock from \$30,000 to \$60,000.

Thomas and Milton Viemont have bought the grain business of J. Stein & Son at Mackinaw, Ill.

The Neola Elevator Co. is installing a new engine and cistern in its plant at Davis Junction, Ill.

Plans are being made for the reconstruction of the Santa Fe elevator in Chicago, Ill., for Harris-Scotten Co.

J. A. Corbett has purchased Henry Mooney's elevator at Bongard, Ill. F. C. Van Vleek has been placed in charge.

An elevator is to be built at once in Stockdale, Ill., to take the place of the one that was burned some months ago.

R. J. Riley of Tolono, Ill., has purchased the L. R. Smith & Co. Elevator and also W. L. Majors' dump at Allenville, Ill.

W. H. Current is carrying out some improvements to his elevator at Indianola, Ill.

The Kerrick Grain Co. has been incorporated at Kerrick, Ill.; capital, \$6,000. Incorporators, E. P. Mohr, L. H. Herrick Jr., J. H. Gisel.

The Crown Elevator Co. has been incorporated at Freeburg, Ill., with a capital of \$2,500. The incorporators are A. V. Imbs, J. B. Imbs and L. D. Turner.

Huxtable Bros. of Woodford County, Ill., have bought the elevator, corn cribs, oat bins and lumber sheds of William Murray at Decatur, Ill., for \$20,400.

Requa Bros. have sold their elevator in Chicago to Walter Mills for \$50,000. It is rumored that Mr. Mills is acting as the representative of some railroad.

G. E. Forbes has sold his interest in the elevator at Essex, Ill., to his partner, Wm. Eversole. Mr. Forbes has purchased an interest in the Ben Burgess elevator.

A. W. Weimer & Co. of Geneseo, Ill., are having plans drawn for the erection of a new elevator to take the place of the one which was recently destroyed by fire.

V. Hawthorne has revised the plans for his new elevator at La Place, Ill. The building will be larger than at first contemplated, having a capacity of 40,000 bushels.

The Hudson Grain & Coal Co. has been incorporated at Hudson, Ill.; capital, \$10,000. The incorporators are Thomas B. Raycroft, William Humphries and Jacob Schad.

A new elevator will shortly be completed at Wolf Lake, Ill. It is reported that the company who are erecting it will build another elevator at Reynoldsville or McClure, Ill.

Samuel H. Wilkins of Arcola, Ill., has bought the Samans elevator at Pierson, Ill. J. Klein of Arcola is said to be interested. The price paid is stated to have been \$11,000.

A farmers' elevator company has been organized at Assumption, Ill. Capital stock of the company is \$10,000. The directors have purchased the elevator owned by the L. F. Webb Grain Co. for \$7,500.

The newly organized Corn Products Refining Co. is reported to be contemplating taking over the buildings at Glen Cove, Ill., formerly occupied by the starch trust. New machinery will be installed and the entire plant remodeled.

F. F. Twist has sold his interest in the firm of Twist Bros., Springfield, Ill., for a consideration of \$98,000. The business of the firm comprises six elevators at Pawnee, Diveron, Beechley, Rochester, Berry and Breckenridge; also 1,300 acres of

land in Rochester township, together with land in Kansas. Mr. Twist has been associated with the firm twenty years. He will now devote his time to his large land interests in southern Illinois.

The farmers in the vicinity of Cardiff, Ill., are building an elevator at that place. The Burrell Engineering & Construction Co. of Chicago have the contract for the new building. F. E. Ahern of Cardiff has been appointed manager.

The Chicago & Alton Railway Co. is building a sidetrack at Lincoln, Ill., in order to accommodate the Lincoln Grain Co., whose elevator, together with some other buildings, has been moved off the right-of-way of the new double track.

Charles W. Savage and E. B. Conover have dissolved partnership in the grain business at Virginia, Ill., the latter taking charge of the elevators at Philadelphia and Savage, Ill. The elevator at Virginia will continue in the hands of Mr. Savage.

E. B. Fidler & Co. of Sullivan, Ill., have sold their elevator at that point to W. H. Barnes & Co. of Neoga, Ill. This firm also owns an elevator at Neoga and one at Bruce. Mr. Barnes will move to Sullivan and make material improvements in the plant.

At the regular quarterly meeting of directors of the Western Grain and Elevator Co. held at Chicago on January 11, a 6 per cent quarterly dividend was declared upon the outstanding preferred stock of record on January 10, payable January 15.

Two Hess Pneumatic Grain Driers and Coolers will be installed in the new Santa Fe elevator, to be erected on the south branch of the Chicago River, Chicago. They will have a combined capacity of 25,000 bushels of damp grain daily. The plans have been drawn by the John S. Metcalf Co.

It is reported that two companies, the United Grain Company of South Bend, Ind., and Carrington, Patten & Co. of Chicago, are negotiating for the elevator property of the late R. G. Risser at Kankakee, Ill. The property consists of nine elevators, which will be sold as soon as the estate is settled.

S. W. Strong, secretary of the Illinois Grain Dealers' Association, has issued the following list of changes in the grain trade in Illinois since January 1: The Farmers' Elevator Co. has succeeded Gillen & McManus at Monica; H. H. Crozier has succeeded Wm. C. Smith at Norris City; W. H. Council has succeeded Wood & Wood and C. H. Hopwood at Ellis; Viemont Bros. have succeeded Jacob Steiner & Son at Mackinaw; W. H. Barnes has succeeded J. B. Fidler at Sullivan; R. T. Barton has succeeded Porterfield & Barton at Jamaica; S. H. Wilkins has succeeded J. T. Samans at Pierson; W. E. Walker & Co. have succeeded Postlewait & Co. at Decatur; the new firm of Harshberger & Co. has started at Leverett; two new firms, Dryer & Burt and Wm. Murray, have started at Champaign; Clark, Garrison & Simerly have succeeded F. D. Voris at Bradbury; P. B. Webster has succeeded Webster & Burton at Lodge; the Knight Grain Co. has succeeded Bartlett, Frazier & Carrington at Monticello; E. B. Conover has succeeded C. W. Savage at Philadelphia and also at Savage; the Standard Grain Co. has succeeded the Dwight Grain Co. at Dwight; John M. Roberts & Son have succeeded G. H. Spannagel at Witt; Hyers & Bock have succeeded the Northwestern Elevator Co. at Broadmoor; Huxtable Bros. will succeed Wm. Murray at Ludlow on March 1; Cuppy Bros. have succeeded David B. Parr at Arcola; the Farmers' Elevator Co. has succeeded the L. F. Webb Grain Co. at Assumption; M. L. Merritt has succeeded Bartlett, Frazier & Carrington at Nevada; Liess Bros. have succeeded W. H. Beckstein at Mokena; Samuelson & Westerlund have succeeded Samuelson & Anderson at Oscos; J. R. Craig has succeeded W. P. Schertz & Co. at McCall; T. A. Bone & Co. have succeeded W. H. Smith at Prairie Hall

EASTERN.

R. E. Barber has sold his feed and grain business at Fair Haven, Vt., to Sherman Harlow.

Mrs. H. W. Cousins has sold her storehouse and lot at Fryeburg, Me., to William Leavitt, who will open a grain store.

The new elevator of the Holmes, Keeler & Sellick Co. at Norwalk, Conn., is completed. The elevator is equipped with the most modern machinery.

It is reported that Warren S. Grant of West Winterport, Me., is thinking of building a storehouse near the Frankfort station, on the Sea Coast Railroad.

J. L. Orr has installed a corn and cob crusher in his elevator at Indiana, Pa. The new machine has a capacity of from 30 to 40 bushels an hour and is run by electricity.

The construction is progressing on the Hess Pneumatic Drier and Cooler for the Pennsylvania Railroad Elevator No. 3, at Canton, Baltimore, Md. This is the largest size yet made by the Hess Com-

pany, and will take care of 50,000 to 75,000 bushels of grain daily. It is expected that the plant will be ready for operation by March 15.

Frank E. Smith has taken into partnership in his grain and feed business at Amherst, Mass., D. A. Forbes of Melrose, Mass. The firm will be known in future as Smith & Forbes.

The Horace Ingersoll Co. has completed its new elevator in New York City, which will take the place of the one which was destroyed by fire about a year ago. The new elevator is built mainly of brick, and has a capacity of 100,000 bushels.

Nathan Tufts & Sons have purchased the elevator and mills of the Irving Powers Co. at Charlestown, Mass. The firm is an old established one, having started in the hay, grain and straw business in 1841 in the same location it is at present occupies.

P. P. Moses & Son of Newark Valley, N. Y., have purchased of Charles Frank the plant of the Newark Valley Canning Co., including land, buildings and all machinery. It is the intention of Moses & Son to use the building as a storehouse for grain and feed.

The Quincy (Mass.) Ledger says that the affairs of the South Shore Hay & Grain Co. and the Ambler & Hobart Co., both of Quincy, are in an involved condition. It is believed that the two firms have consolidated, and on January 16 receivers were placed in the Braintree and Quincy offices. According to the report the firm is involved with the railway companies, whose agents at East Braintree and Quincy were stockholders in the concern. Frank E. Betts is the manager of the consolidated firm, incorporated as the South Shore Grain Co., after the affairs of the separate companies came to a crisis.

OHIO, INDIANA AND MICHIGAN.

C. T. Pierce has sold out his grain business, at Defiance, Ohio.

The new 30,000-bushel elevator at Hobbs, Ind., has been completed.

McCray, Morrison & Co. will erect an elevator in the new town of Ade, Ind.

The Frankenmuth Elevator Co. has completed its elevator at Saginaw, Mich.

The Wabash Elevator at Largo, Ind., has been sold to W. A. Elward of Wabash.

W. A. Alban will build a new elevator at Romulus, Mich., as soon as the spring opens.

The Richmond Elevator Co. of Lenox, Mich., has built an elevator at Port Huron, Mich.

John Gant and Jacob Shank are reported to intend building an elevator at St. Louis Crossing, Ind.

Burrell & Morgan of Elkhart, Ind., have purchased a site at Niles, Mich., for the erection of a large elevator and feed mill.

Oscar Crowell has purchased the Raber elevator, grain and hay barns, etc., at Ft. Wayne, Ind., from his brother, Reed L. Crowell.

The Mead Grain Co. has been incorporated at Union City, Ind. The incorporators are N. S., J. W. and S. D. Mead; capital stock, \$16,000.

The business of Schaeffer & Boroff, grain shippers of Dayton, Ohio, will be carried on in future by and under the name of Geo. S. Schaeffer.

The Canton Grain Co. has been incorporated at Canton, Ohio, by C. S. Lothamer, J. R. Bodine, R. A. Van Nortrum, Harry Burd and C. E. Yohe. Capital, \$10,000.

Fred Welch, owner of the elevator at Fenton, Mich., has purchased the elevator property of A. Buck at Linden, Mich., and will take possession on March 1.

The Ohio Reserve Grain Co. has been incorporated at Cleveland, Ohio, with a capital of \$200,000. The incorporators are Geo. H. Garrett, Frank N. Carpenter, J. H. Jones, Eben Miller and Jas. A. Brestley.

The new grain firm of Naber & Naber has taken over the Vandalia Mills at Fairmount and Liberty Mills, Ind. I. B. Wright will be retained in charge of the elevator at Fairmount and Harry Mentzer will have charge of the one at Liberty Mills.

The Gale Bros. Co. of Cincinnati, Ohio, has ordered a 1,500-bushel Ellis Drier from the Macdonald Engineering Co. of Chicago, to be installed immediately at its elevator. The machine will be fireproof and located in a separate fireproof building, connected with the elevator machinery by conveyors and spouts.

J. J. Coon has sold his half interest in the Royce & Coon Grain Co. at Toledo, Ohio, and in the Commercial Bank & Savings Co., at Bowling Green, Ohio. The purchasers of the stock are George W. Fernside, Frank and William Lehmann and F. E. Whittaker, of Bowling Green. The property of the Royce & Coon company includes a mill and an elevator in Bowling Green, an elevator at Ton-

togany and one at Portage, besides leases on elevators at Rudolph, Sugar Ridge, Dunbridge, Custer and Hoytville.

The Newcastle Elevator Co. has been incorporated at Newcastle, Ind., with a capital stock of \$6,000. The incorporators are Charles J. Pickering, Ephraim K. Sowash and Elias A. Morris.

The Wabash Railroad Company is disposing of all its elevator properties along its line in Indiana and Illinois. The Vandalia line is doing the same on its Logansport & Toledo division, the grain houses at North Manchester and Liberty Mills, Collamer, South Whitley, Columbia City and Churubusco having all been sold to private parties recently. The companies find the operation of the houses under lease unsatisfactory.

The Richmond Elevator Co., which was started a little over ten years ago at Richmond, Mich., by Messrs. Acker, Fairfield & Heath, has been incorporated, with a capital of \$75,000. The company was first organized to run an elevator in Richmond, but now the firm operates elevators at fifteen points within a radius of fifty miles. At the recent annual meeting the following officers were elected: President, W. H. Acker; vice-president, F. D. Fairfield; secretary and treasurer, J. A. Heath. The board of directors is composed of the above-named gentlemen and S. H. Heath, S. D. Grant, Frank Keough and Jay Baldwin.

THE DAKOTAS.

The new elevator at Herried, S. D., has been completed.

W. B. Cook and others will erect an elevator at Overby, N. D.

The Russell-Miller Co. will erect an elevator at Maddock, N. D.

Chris. Mettler's new elevator at Memo, S. D., has been completed.

A farmers' elevator company has been organized at Carpio, N. D.

Two elevators are in course of construction at Sioux Falls, S. D.

An elevator is being constructed by J. P. Baker at Expansion, N. D.

The Lyon elevator at Hazelton, N. D., has been closed for the season.

A Farmers' Elevator Company is being organized at Chasely, N. D.

The Hawkeye Elevator Co. is building a new elevator at Aberdeen, S. D.

Geo. P. Sexauer has purchased Corcoran Bros. elevator at Brookings, S. D.

Wait & Dana of Armour, S. D., are building an elevator at Plankinton, S. D.

It is reported that the farmers around Enderlin, N. D., will erect an elevator.

The Woodworth Elevator Co. has completed a new elevator at Fairdale, N. D.

The Soo Line is said to intend building an elevator at Arnold in the summer.

It is reported that a new elevator will be built at Maddock, N. D., in the spring.

Over \$4,000 has been subscribed for the erection of a farmers' elevator at Sawyer, N. D.

The Farmers' Elevator Co. at Viborg, S. D., has decided to build a flour and feed house.

The Berrier Mercantile Co. of Flasher, N. D., has completed an elevator at that place.

Wegley Bros. have leased the elevator at Willis-ton, N. D., from the Twin City Elevator Co.

Floete & Chesley's elevator at Armour, N. D., has been completed and is open for business.

Chris. Zimmerman has sold his grain house at Venturia, S. D., to Gottlieb Meidinger for \$675.

The new elevator at White Earth, N. D., has been completed. A Mr. Ramsdell is in charge.

Three new elevators are in operation at Armour, S. D., and two more will be erected in the summer.

The Lankin Farmers' Elevator Co. has been organized at Lankin, N. D., with a capitalization of \$50,000.

The Northwestern elevator at Langdon, N. D., which was burned recently, will be rebuilt on the same scale.

F. J. Lyman has sold his share in the grain and fuel business at Granville, N. D., to his partner, H. K. Smith.

The new elevator of the Grain Producers' Elevator Co. of Lakota, N. D., at Bartlett, N. D., has been opened for business.

The St. Anthony & Dakota Elevator Co. has bought the site and elevator of the Imperial Elevator Co. at Stanley, N. D.

The Ireys Elevator and the Stiehm Elevator have been completed at Drake, N. D. Each has a capacity of 30,000 bushels. The Stiehm elevator has also a room for 5,000 bushels of oats. It is

equipped with a Fairbanks Scale, a 6-horsepower engine and a 100-bushel hopper scale.

Work has been started on the new Northwestern Elevator at Milton, N. D., which will replace the one recently destroyed by fire.

Sorenson & Sons Milling Co. of Lisbon, N. D., will place several elevators at various shipping points throughout the country in the spring.

The Fields & Slaughter Co. is erecting a new frame building near its elevator at Dell Rapids, S. D., into which the company will move its feed and flour store.

An elevator has been built which is to form the nucleus of a new town in South Dakota, to be called Rutland. The South Dakota Central Railroad has recently built a line to that point to relieve the grain congestion, and the town has been laid out by its engineers.

WESTERN.

The Newmark Grain Co. has been incorporated at Los Angeles, Cal.

The Portland Milling Co. contemplates erecting warehouses at Ephrata, Wash., in the fall.

A company has been formed at Rigby, Idaho, to build a large three-story stone grain elevator.

The Farmers' Elevator & Exchange Co. has completed its large warehouse at Marysville, Mont.

J. N. Crabill of Delta, Colo., has sold a half interest in his grain and feed business to E. C. Rist.

The Quilitch Bros. Grain Co. has been incorporated at Trinidad, Colo., by H. R. Quilitch, Henry A. Quilitch, George J. Jacob. Capital, \$5,000.

The elevator company at Albina, Ore., has nearly completed its new dock, which will take the place of the one which was recently destroyed by fire.

The Manhattan Malting Co. intends building a 100,000-bushel elevator at Bozeman, Mont., in the spring. This will increase the company's storage room to 400,000 bushels.

J. T. Owens and Dwight Chaffee have filed an application with the Great Northern Railway Co. for a site at Ephrata, Wash., on which to erect a grain warehouse. George E. Roberts, a wheat buyer of Hartline, Wash., has filed a similar application.

The Farmers' Grain & Supply Co., which owns elevators and warehouses at Wilbur, Davenport and Thornton, Wash., announces that it will erect a grain elevator at Seattle, Wash., making that point its Puget Sound terminal. The building will cost \$100,000.

MINNESOTA AND WISCONSIN.

F. W. Ahlbrecht has purchased the elevator at Staples, Minn.

The farmers around Clara City, Minn., are organizing a farmers' elevator company.

It is reported that a farmers' elevator company is being organized at Ruthton, Minn.

The farmers around Fairfax, Minn., have organized a co-operative elevator company.

The St. Anthony and Dakota elevator at Girard, Minn., has been closed for the winter.

The St. Anthony & Dakota Elevator Co. have closed their elevator at Kittson, Minn.

The Benton County Farmers' Exchange, Minn., are raising funds to build a new elevator.

C. A. Beggs has purchased the grain and potato warehouse of Elick Reed at Cameron, Wis.

The W. J. Davis Milling Co. of Eau Claire, Wis., will extend their operations this year and erect a new elevator.

The farmers in the vicinity of Breckenridge, Minn., have raised \$2,100 toward the building of a farmers' elevator.

The Cargill Elevator Co. intend starting a farm machinery department in connection with their plant at Benson, Minn.

F. P. Reimers has discontinued his business as grain buyer at Brownton, Minn., in order to enter the real estate business.

The Brown County (Wis.) Farmers' Co-operative Association have appointed a committee to select a site for a new warehouse and elevator.

E. P. Phelps & Co. are building an elevator and feed mill at Minneapolis, Minn. The Younglove Construction Co. of Mason City, Iowa, has been given the contract.

The Farmers' Elevator Co. at Hayfield, Minn., is considering the advisability of razing its present elevator and rebuilding on a larger and more modern scale.

The Northern Grain Co. has removed its head offices from Manitowoc, Wis., to Milwaukee, Wis. This action has been taken in order to be able to reach the market without the necessity of employing brokers. R. A. Ritchie, who has been

in charge of the Manitowoc offices, will occupy a similar position in Milwaukee.

The annual meeting of the Farmers' Milling & Elevator Co. of Owatonna, Minn., was held on January 20. The net profits for the year were declared to be \$1,192.41.

It is reported that a movement is on foot in Minnesota to appoint a farmers' commission agent in the Minneapolis market to represent the farmers' elevators throughout the state.

The Minnesota & Western Grain Co. is taking down its frame elevator at St. James, Minn., and will remove it to some place in the northern part of the state. The company has decided that its storage capacity at St. James is sufficient without the elevator, which has not been needed for several years.

The Electric Steel Elevator Co. is building five additional steel grain tanks to its plant at Minneapolis, Minn. Each tank will have a capacity of 100,000 bushels of grain, which, added to the original capacity of the house, 2,200,000 bushels, will make the enlarged plant of 2,700,000 bushels' capacity.

The Albert Dickinson Co. of Chicago is building an elevator at Minneapolis, Minn., for the storage of seeds. The building will be of steel and will have a capacity of 650,000 bushels. The company is also building a large addition to its cleaning mill and is contemplating other extensive improvements to its plant.

MISSOURI, KANSAS AND NEBRASKA.

Will Walton intends to build an elevator at Olivet, Kan.

W. S. Landis has sold out his grain business at Kiowa, Kan.

A farmers' elevator company has been organized at Hoag, Neb.

C. W. Jackson has started in the grain business at Atchison, Kan.

The Farmers' Elevator Co. at Byron, Neb., has been incorporated.

The Burlington Railway is erecting an elevator at Kansas City, Mo.

The Westbrook-Gibbons Grain Co. has closed its elevator at Fremont, Neb.

Three elevators, two of them independent, are going up at Leshara, Neb.

Railsbach Bros. have completed their new elevators at Wann and Leshara, Neb.

The Wichita Seed & Grain Co. has succeeded J. W. Binding & Co. at Wichita, Kan.

The Diller (Neb.) Farmers' Grain Co. has been incorporated, with a capital of \$10,000.

The Hogan Milling Company's new elevator at Junction City, Kan., has been completed.

Dreyer & Schmutz have purchased the grain business of T. M. Chinn at Mayview, Mo.

It is reported that the Ferguson Elevator, at Red Cloud, Neb., has been closed for the season.

John I. Glover of Kansas City, Mo., is reported to intend building an elevator in Omaha, Neb.

The new Samson-Swanson elevator on the Great Northern at Oakland, Neb., has been completed.

W. C. Sunderland has succeeded to the grain business of Sunderland & Updike at Omaha, Neb.

A new 15-horsepower gasoline engine has been installed in the farmers' elevator at Sutton, Neb.

Baker & Albright have increased the capacity of their elevator at Beemer, Neb., to 40,000 bushels.

The Farmers' Co-operative Grain Association of Beatrice, Neb., is erecting an elevator at Manley, Neb.

The Farmers' Grain & Supply Co. of Merna, Neb., has been incorporated, with a capital stock of \$25,000.

The Blenkiron Grain Company's elevator at Dakota City, Neb., has been completed. A Mr. Hooker is in charge.

A. R. Patton has disposed of his grain and elevator interests in Blue Springs, Neb., to his partner, S. M. Blythe.

The Peavey Elevator Co. has installed a modern steel-frame Fairbanks Scale at its elevator at Wakefield, Neb.

The farmers in the vicinity of Linn, Kan., have incorporated an elevator and lumber company, with a capital of \$10,000.

Three elevators are in course of construction at Uehling, Neb., one of which, belonging to the Devereaux Grain Co., is almost completed.

G. E. Hotchkin, of the Beaver City Mills, Beaver City, Neb., has made an application to the railway company for a site on which to build an elevator.

The new elevator built by Geo. T. Fielding & Sons at Manhattan, Neb., has a capacity of 16,000 bushels and a complete line of handling, cleaning

and feed-grinding machinery. The Rock Island switch to the elevator enables them to handle all their grain and seed by machinery.

The Nye-Schneider-Fowler Co. is expected to build a 25,000-bushel elevator at Elgin, Neb. The new structure will be located north of its former elevator, now owned by the Elgin Elevator Co.

F. P. Lint has sold his interest in Hinds & Lint Grain Co. at Kansas City, Mo., and will have his headquarters at Malta Bend, Mo., where he will manage a line of elevators recently purchased.

The J. H. Hamilton Co. of Omaha, Neb., has disposed of its elevator and stock business at Leigh, Neb., to the Walrath & Sherwood Lumber Co. The old manager, Joseph Bayer, will continue in charge.

The U. G. Powell Co. has been incorporated at Roca, Neb., to deal in grain and grain products and in cattle. The incorporators are U. G. Powell, H. D. Beam and H. B. Smith. The capital stock is \$10,000.

The Rea-Patterson Milling Co. of Coffeyville, Kan., is considering the advisability of erecting an elevator at Bartlesville, Kan. M. L. Leach, its agent at that place, has secured an option on a site which is considered suitable.

IOWA.

Fred Tanke has completed his elevator at Avoca, Iowa.

A co-operative elevator company is being organized at Story City, Iowa.

Pearson & Hayton have sold out their grain business at Anton, Iowa.

John Banwell of Douglas, Iowa, has purchased an elevator at Tara, Iowa.

A movement is on foot to erect a farmers' elevator at Ocheyedan, Iowa.

The farmers around Richards, Iowa, are organizing to build a farmers' elevator.

A. F. Parsons of Woonsocket, S. D., has purchased an elevator at Rock Rapids, Iowa.

John Hart is reported to be contemplating entering the grain business at Toronto, Iowa.

The farmers around Fernald, Iowa, are organizing a farmers' co-operative elevator company.

The Farmers' Elevator Company at Mallard, Iowa, has let a contract for a large corn crib.

The farmers in the vicinity of Sanborn, Iowa, are raising funds to build an elevator in that place.

Zunkel & Cline have sold their elevator at Pilot Mound, Iowa. The building is being pulled down.

The farmers in the vicinity of Garner, Iowa, are organizing a farmers' co-operative grain company.

The Farmers' Elevator Company at Britt, Iowa, has purchased a site on which to build an elevator.

Tom Berryman has sold his interest in the elevator at Winthrop, Iowa, to his partner, John Reidy.

The farmers in the vicinity of Forest City, Iowa, have raised \$30,000 for the erection of a farmers' elevator.

C. M. Gowdy has sold his elevator at Kanawha, Iowa, to the Farmers' Co-Operative Elevator Co. of that place.

E. J. Woods of Iowa Falls, Iowa, has bought a fourth interest in the Jackson Grain Co. of Cedar Rapids, Iowa.

A grain purifier has been added to the elevator at East Dubuque, Iowa. It has a capacity of 1,000 bushels per hour.

C. L. Kinney has leased an elevator at Grundy Center, Iowa, which he will operate, together with his lumber business.

Wm. Wolf of Bouton, Iowa, has purchased the elevator at Perry, Iowa. Mr. Wolf also owns elevators at Bouton and Neola.

Herman Schultz of Parkersburg, Iowa, has purchased the interest of J. A. Foote in the grain business conducted by Kitsmiller & Foote, Iowa.

Louis Rediesel, the lessee of an elevator recently burned at Denver, Iowa, has moved a building he owns on to the site of the burned structure and will make it over into an elevator.

A meeting of the farmers around Boone, Iowa, was held on January 9, to consider the formation of a company to build an independent elevator. The amount subscribed was \$1,000.

A long list of requests has been filed with the Sioux City-Ashland Development Co. for sites to erect elevators along the line of the Great Northern-Burlington cutoff between Sioux City and Ashland, Neb. The list includes the following companies: Atlas Elevator Company, Minneapolis; A. McLean, Fremont; Nebraska-Iowa Grain Company, Omaha; Devereaux Elevator Company, Minneapolis; Cargill Elevator Company, Minneapolis; E. O. Speilberg,

Hooper, Neb.; Blenkiron Bros., Sioux City; H. O. Boyd, Lyons, Neb.; Theodore Uehling, Uehling, Neb.; Central Granaries Company, Lincoln, Neb.

Heiner & Petersen of Cedar County, Iowa, have sold their elevator at New Liberty, Iowa, to John Dammann & Co. of Davenport, Iowa, for \$2,250.

B. B. Anderson has severed his connection with the hardware firm of Anderson Bros., at Inwood, Iowa, in order to give his entire attention to his grain business at Estherville, Iowa.

The elevator company at Plymouth, Iowa, has sold its interests at Bancroft, Iowa, to the Albertson Grain Co. The latter firm has its headquarters at Montgomery, Iowa, but will change to Story City, Iowa.

The Burlington and Great Northern interests are reported to be supporting a movement to locate at Sioux City, Iowa, a large terminal elevator. It is also said that a second elevator will be built by one of the largest elevator companies in the West.

SOUTHERN AND SOUTHWESTERN.

D. D. Grimm has sold out his grain business at Savannah, Ga.

D. Rhode & Co. have dissolved their grain business at Charleston, S. C.

An elevator with a capacity of 300,000 bushels is to be built at Wagoner, I. T.

M. B. Gilbert has succeeded Gilbert & Black in the grain business at Shawnee, Okla.

C. C. Graves is reported to intend selling out his wholesale grain business at Royse City, Texas.

Col. F. G. Sheppard is reported to be considering the building of an elevator at Birmingham, Ala.

The Prosper Grain & Mercantile Co. has been incorporated at Prosper, Tenn., with \$30,000 capital stock.

The Houk Grain Co. of Beaumont, Texas, has been incorporated by H. W. Houk, V. Houk and E. P. McClure. Capital, \$10,000.

The Midland Mill & Elevator Co. has completed a new elevator at Bixby, I. T. The company will also build an elevator at Haskell, I. T.

The F. E. & C. W. Grain Company of Canute, Texas, has been incorporated, with \$7,000 stock. Incorporators, Thomas Mason, W. Y. Young, J. S. Hastings, J. W. Johnson, W. W. Willard, J. H. Hayes and George A. Meyer.

The Stephenson Grain Co. has been incorporated at Memphis, Tenn., to engage in the general grain and elevator business. Capital, \$10,000. The incorporators are: J. J. Stephenson, A. B. White, G. B. Franklin, M. S. McGehee and H. J. Livingston.

D. N. Cogar has given a contract to the Burrell Engineering & Construction Co. of Chicago for the erection of a 40,000-bushel elevator on his lot at Harrodsburg, Ky. Work was commenced on February 1 and the building is to be completed by March 15.

The Chesapeake & Ohio Elevator Co. has installed a Hess Grain Drier in connection with its elevator at Newport News, Va. The drier is one of the largest and best equipped in the South. It has a capacity of 750 bushels of grain an hour and will therefore be able to dry all of the damp grain received here. The building in which the drying apparatus is situated is a three-story brick structure and is constructed on a solid concrete foundation.

CANADIAN.

Kidd's new mill and elevator at Prince Albert, Sask., have been completed.

The Canadian Elevator Co. has sold its plant at Calgary, Alta., to W. Stewart.

The Staples Co., Ltd., has succeeded the High River Lumber & Elevator Co. at High River, Alta.

The Steel-Briggs Seed Co., Ltd., of Winnipeg, Man., had their stock damaged by fire last month.

The Western Grain Co. has been organized at Edmonton, Alta., to engage in the buying and selling of grain.

The Dauphin Milling Co., Dauphin, Man., is building an addition to its elevator, increasing its capacity by 5,000 bushels.

A vote will be taken at Goderich, Ont., to decide whether the town shall guarantee \$35,000 of bonds to aid the Goderich Elevator Co. in building a 500,000-bushel addition to their plant.

The new plant of the Ogilvie Flour Mills Co. at Fort William, Ont., is rapidly being completed. The elevator will be built of steel and will have a capacity of 600,000 bushels. A flour warehouse with a capacity of 125,000 barrels will also be

built. The plant will be operated by electricity transmitted from Kakabeka Falls.

At the close of January about 350,000 bushels of wheat had been marketed at Carlyle, Sask., for the season, with 50,000 bushels still in hand.

The Alberta & Pacific Elevator Co. of Calgary, Alta., are negotiating with a firm in Hongkong, China, to ship 3,000,000 bushels to that point.

A company has been formed in London, England, under the title of the Western Canada Cement & Coal Co., which will undertake the erection of a number of elevators throughout the Northwest.

The I. C. R. elevator at Halifax, N. S., handled a total of 250,000 bushels of grain to the end of 1905. It is expected that a total of 1,000,000 bushels will be reached before the summer navigation opens.

Two new floating elevators are planned by the Montreal Harbor Commissioners at a cost of \$80,000 each. At present the greater portion of this business is conducted by the Montreal Elevator Co.

Fort Saskatchewan, Sask., is considering the advisability of offering bonuses to elevator companies to erect elevators on the old town site instead of in the new Canadian Northern Railway subdivision.

The Grand Trunk will erect seven wharves and a million-bushel elevator at Midland, Ont. At Victoria Harbor, near Midland, the Canadian Pacific will erect elevators with storage capacity of over three million bushels.

The J. L. Spink Co., Ltd., has been registered in Ontario, with offices at Toronto, to carry on a milling, elevating, grain business, and for other purposes. The provisional directors are: J. L. D. M., R. I. and E. F. Spink of Toronto, and W. B. Spink of Chicago, Ill.

The Grand Trunk Railway Co. has almost completed its 1,000,000-bushel elevator at Montreal, Que. It will be operated next season under the management of Geo. H. Hanna, manager and secretary of the Montreal Warehousing Co., in which the Grand Trunk Co. is interested.

John Lineham, president of the Rocky Mountain Development Co., has been looking over the ground at Vancouver, B. C., with a view to acquiring a site on which to build an elevator of at least 100,000 bushels' capacity, which is the capacity of the Hall Elevator & Grain Co.'s building, which has just been completed.

The Michigan-Saskatchewan Land Co. has been incorporated with a capital of \$100,000 and offices at Cupar, Sask., to operate elevators and warehouses, carry on a real estate business and conduct a general merchandise business throughout Canada. The provisional directors: E. C. Recor, St. Clair, Mich.; W. H. S. Taylor, F. T. Wolcott, Port Huron, Mich.; G. S. Holbert, Salt Lake City, Utah; D. and A. Wark, Portage la Prairie, Man.; A. S. Burnham, Sarnia, Ont.

CROP REPORTS

Heavy corn crops are expected to be planted in Texas early this year on account of the good prices offering.

The California wheat and hay crops are reported to have suffered from rust on account of the late rains in the spring.

The outlook for the Kausas wheat crop is stated to be about the average at this time of the year, with possibly a point in its favor.

The wheat in Indiana is stated to be in splendid shape, a liberal covering of snow on the fields keeping the plants from injury.

The oats crop of Alabama is reported to be in excellent condition. More of this grain has been planted in the past year than for the previous decade.

The Weather Bureau in its general summary of crop conditions for January says the winter wheat region is in general in a very promising condition. No complaint regarding the Hessian fly has been received.

The director of the Weather Bureau for Illinois says in his bulletin for January that wheat maintains a good winter condition. Despite the exposure for the greater part of the season the plant has wintered well on account of the mildness of the weather.

Lincoln, Neb., has ten firms handling grain, for which Lincoln is the transfer point. These firms operate about 240 houses and handle about 20,000,000 bushels of grain.

THE EXCHANGES

Memberships on the Minneapolis exchange are quoted at \$4,500. The number of members there is limited to 400.

The grain dealers of the Indianapolis (Ind.) Board of Trade have selected the sixth floor in the new building as that on which their offices will be located.

The annual meeting of the grain section of the Board of Trade, Toronto, Ont., took place on January 17, when the following officers were elected: Chairman, David Plewes; vice-chairman, C. W. Band; secretary-treasurer, F. G. Morley; executive committee, W. D. Matthews, C. B. Watts, Geo. H. Baird, A. Cavanagh, A. E. Mathews, F. W. Hay, John Carrick.

The Montreal (Que.) Corn Exchange has, at the request of the grain men of that city, taken up the question of the extra charge of one-eighth cent per bushel imposed by the Montreal Elevating Co. The tax was imposed when the Harbor Commissioners decided to tax floating elevators \$500 per annum. As this charge was never levied the action of the Elevating Co. is regarded as unwarranted.

The local grain and elevator men of Davenport, Iowa, have organized an association, to be known as the Davenport Grain Exchange. The organization is in line with the policy of the grain men in all the larger cities. The following officers have been elected: President, J. F. Dow; vice-president, A. J. Pitkin; secretary, H. J. Hall; treasurer, W. J. Martin; directors, J. F. Dow, A. J. Pitkin, M. Rothschild, Ernest Zoller and Hugo Stolley.

A resolution has been passed by the grain section of the Toronto (Ont.) Board of Trade requesting the Canadian Railway Commission to inquire into the causes of the scarcity of cars, which has "resulted in serious loss to the grain dealers and millers for the past two or three years." The Commission is also asked to inquire into the alleged discrimination exercised in favor of export grain, especially American shipments.

The Duluth Board of Trade elected officers for the ensuing year on January 16, as follows: President, George Spencer; vice-president, Julius H. Barnes; directors, A. W. Frick, D. T. Helm, M. L. Jenks; members board of arbitration, G. G. Barnum, W. S. Moore, S. A. McPhail; members board of appeals, Thomas Gibson, F. E. Lindahl, W. J. McCabe; committee of inspection, J. F. McCarthy, J. T. Hickman, A. M. Prime, C. F. Haley, John T. Pugh.

William J. Bettingen, formerly a well-known grain man of Minneapolis, Minn., and now a resident of Winnipeg, Man., has been elected vice-president of the Winnipeg Grain and Produce Exchange, which means that he will be elected president in 1907. Mr. Bettingen is the first American to be given this position, in addition to which he is president of the Winnipeg Clearing House Association and vice-president of the Retail Lumber Dealers' Association.

L. F. Fyfe, head of the bankrupt firm of Fyfe, Manson & Co. of Chicago, has been expelled from the Chicago Board of Trade by the directors. L. H. Manson, another member of the firm, has been suspended for ten years. Both men were charged with misstatement of capital accounts and overspeculation. The firm failed June 17 for \$160,000 and was suspended from the Board. Creditors were paid 22 cents on the dollar and Fyfe and Manson applied for readmission.

President Fitch, of the Chicago Board of Trade, has appointed the following committee to prepare a commission rule that will be equitable to all parties. C. S. White, chairman; J. C. Wood, Ben B. Bryan, H. L. Wing, John Hill Jr., Edward Andrews, E. F. Glaser, E. A. Beauvais, W. S. Crosby, F. S. Austin and J. B. Adams. Two points are involved, the raising of the commission rate for trading in grain in lots of 5,000 bushels and the abolishment of salaried positions for traders, all of whom to become brokers in their own right.

The Keystone Elevator fight on the Philadelphia Exchange, which influenced the election of officers, appears to be as vigorous as ever. For when, on February 2, James L. King, president, appointed M. F. Barringer, Sydne Street, E. F. Delp and L. G. West as the grain committee, to succeed James Canby, Charles J. Stringe, E. L. Rogers and E. H. Price, the board of directors refused to confirm the appointments, which were held over. James Canby, E. L. Rogers and E. H. Price have served on the committee for many years, and their friends on the board urged that all of them had shown during the years they had served on the committee that they possessed an intimate knowledge of the grain

situation, especially as it concerns Philadelphia, and that they could best aid, with their knowledge and experience, the interests of the Exchange.

President Love, of the Winnipeg Grain Exchange, in his annual address, delivered January 10, said that last year had been the busiest in the history of the exchange. He recommended the appointment of a delegate to the congress of the chambers of commerce, to be held in London in next June. Mr. Love referred to a new feature which had developed in the local market, in what is known as the "jury corner," which has resulted in a certain number of defaulted contracts. He declared that the sympathies of the exchange were strongly opposed to any foreign market manipulation and no efforts would be spared to prevent the market being artificially controlled.

BALTIMORE CHAMBER OF COMMERCE ELECTION.

The annual election of the Baltimore (Md.) Chamber of Commerce was held on January 29. Douglas M. Wylie was re-elected president. Other officers chosen were: Vice-president, Ferdinand A. Meyer; secretary, Henry A. Wroth; assistant secretary and treasurer, James B. Hessong; executive committee, William H. Hayward, Eugene A. Slack, John H. Gildea Jr., Charles S. Schermerhorn and E. F. Richards. James C. Clark, who has been the chairman of the executive committee during the past year, declined a re-election and William H. Hayward was selected to succeed him. Eugene A. Slack was made vice-chairman.

CHANGES IN TOLEDO CONTRACT GRADES.

Commencing with next July, the following changes will take place in the contract grades of wheat and oats at Toledo, Ohio. Corn is not included: No. 2 Red Winter—To include all varieties of soft winter wheat; to be sound, dry and fairly well cleaned; not to contain more than five per cent of white winter. The weight required to the bushel is reduced from 58½ pounds to 58 pounds. No. 3 white oats shall be 95 per cent white oats, reasonably dry, sweet, sound, clean. A slight admixture of foreign grain will be allowed, and the grain may be slightly stained. The weight to the bushel will be not less than 28 pounds.

PHILADELPHIA COMMERCIAL EXCHANGE.

The annual election of the Commercial Exchange, Philadelphia, took place on January 31, and was an exciting contest, developing a factional struggle between the friends and complainants of the Keystone Elevator Company, whose relations with the Pennsylvania Railroad Co. have been in evidence on change for about two years. The following officers, friends of the Keystone Company, were elected:

President, James L. King (re-elected); vice-president, Wm. J. Koch; treasurer, Samuel L. Woodman (who was on both tickets); directors, two years—Joseph Bosler, John J. Felix, Walter F. Hagar, James Hancock, E. H. Prince, George M. Warner; one year—Wm. M. Richardson.

NEW CHICAGO OFFICERS AND COMMITTEES.

The Chicago Board of Trade has completed its election of officers for the ensuing year. Walter Fitch was formally installed as president on January 15, and subsequently the following officers have been elected: George F. Stone was reappointed to serve his twenty-third year as secretary; E. A. Hamill was elected treasurer, and George M. Reynolds was named treasurer of the clearing house; Samuel Powell is manager of the clearing house, with J. F. Lee as assistant manager; Attorney Robbins and Provision Registrar Tobey were reappointed.

The following standing committees were named: Executive—Zeiss, White and Harris. Finance—Pettit, Sickel and Andrew. Real Estate—Tietgens, Sickel and Bennett. Rules—Crighton, Barrell and Pettit. Legal Advice—Bradley, Ware and Rogers. Room—Bennett, Crighton and Stream. Membership—Jones, Andrew and Zeiss. Warehouse—Rogers, Sager and Griffin.

Grain—Sager, C. B. Pierce, B. A. Eckhart, Edward L. Glaser and W. N. Eckhardt. Clearing House—Barrell, Griffin and Pettit. Market Report—Ware, Bradley and Griffin.

Violation of Rules—Harris, Ware, White, Barrell, Andrew and Stream. Transportation—Sickel, Bradley, Pettit, Stream, George W. Patten, B. A. Eckhart, E. L. Merritt, Edward L. Glaser and Richard Gambrill.

Weighing—Andrew, Crighton and Harris. Claims—Griffin, Bradley and Rogers. Meteorological Observation—Bennett, Tietgens and Jones.

Provision Inspection—White, Tietgens, Zeiss, J. A. Bunnell and John Roberts.

Flour Inspection—B. A. Eckhart, Isaac Horner,

R. S. Johnston, Victor J. Petersen and James C. Murray.

Flaxseed Inspection—Sager, T. M. Hunter, George E. Alt, J. H. Milne and P. H. Eschenburg.

Other Inspection—Stream, Harris and Ware. Arbitration Committee on Grass and Field Seeds—T. M. Hunter, F. E. Winans, Charles A. Heath, G. S. Green and A. L. Somers.

Committee on Insolvencies—Jones, Crighton and Bennett.

NEW 80 PER CENT RULE.

Owners of private elevators in Chicago, moved by the recent failure of George S. McReynolds & Co., have united in an agreement to advance on grain purchased by them 80 per cent of the value, based upon the capacity of the car in which shipment is made. These terms will apply on grain ordered to elevators located upon the lines of receiving roads. This action is designed to give protection to smaller receiving houses. Heretofore payment has often been withheld until the grain has been shipped to other centers, and this practice, it is claimed, has been the reason for losses. Firms signing the agreement are: Rosenbaum Bros., Northern Grain Company, Bartlett, Frazier & Carrington, J. C. Shaffer & Co., W. H. Merritt & Co., United Grain Company, Armour Grain Company, Peavey Grain Company, Nye, Jenks & Co., J. Rosenbaum Grain Company, E. R. Bacon, J. S. Templeton.

MONTREAL BOARD OF TRADE ELECTION.

The annual elections of the Montreal Board of Trade have resulted as follows: President, Mr. F. H. Mathewson, by acclamation; first vice-president, Mr. George Caverhill; second vice-president, Mr. T. J. Drummond, by acclamation; treasurer, Mr. C. B. Esdaile. Members of the council: Messrs. John R. Binning, shipping; C. A. Bogert, banking; Geo. L. Cains, dry goods; Duncan A. Campbell, live stock; L. E. Geoffrion, groceries; Harry A. Hodgson, dairy produce; George A. Kohl, metals and hardware; Peter Lyall, contractor; J. L. McCulloch, marine insurance; J. J. McGill, manufacturing; Alex. Ramsay, paints; Farquhar Robertson, coal. Board of arbitration: R. M. Ballantyne, W. W. Craig, Sir George Drummond, George E. Drummond, William I. Gear, E. B. Greenshields, Arthur J. Hodgson, Donald Munro, R. W. Macdougall, Alex. McFee, John McKergow, Robert Reford.

COMMITTEE ON PRIVATE ELEVATOR RECEIPTS.

A committee composed of eight members, including the rules committee, is working out measures designed to protect the seller of grain on the Chicago Board of Trade and at the same time protect the banks against losses on loans made on grain receipts in private elevators. Weighmaster Foss, of the Board of Trade, superintends the in and out movement of grain in some of the private elevators, but not in all, and it is designed to devise plans that will include complete protection for all. Vice-President J. C. Rogers is chairman of the committee, which includes J. J. Stream, William Nash, J. A. Patten, J. A. Crighton, Finley Barrell and James Pettit. Each member will have a plan for presentation shortly. After details have been worked out it will be presented to Byron L. Smith and John J. Mitchell, representing the banks of the clearing house, for approval. A meeting of the trade will be held meanwhile to present suggestions.

DULUTH BOARD OF TRADE ATTACKED.

Attorney-General Young, acting for the legal department of the state of Minnesota, has commenced an action against the Duluth Board of Trade, to forfeit the corporate privileges of that body.

The state is acting on the complaint of the Minnesota Farmers' Exchange, which claims that farmers' grain is boycotted on the Duluth market and that membership in the Duluth Board of Trade has been denied that organization. The charge is brought under the anti-trust law of 1899, claiming discrimination in restraint of trade.

The state legal department has issued a statement in which it sets forth the specific charges under which the suit is brought. This document declares that the Minnesota Farmers' Exchange is a corporation composed of numerous farmers in Minnesota and North Dakota, and was organized to facilitate the marketing of grain and produce. In the summer of 1905 it applied for membership in the Duluth Board of Trade but was refused. In the early fall of 1905 the Exchange marketed some grain through Duluth commission houses, but, after a short time, under the coercion of the Board, these commission men refused to handle any grain for the Exchange. The statement concludes: "Certain of the rules of the Board fix a complete scale of commissions and heavy fines and severe punishments are pro-

vided for any infraction thereof. These rules not only constrain members of the Board to abide by them, but obligate members to boycott any nonmember who does not abide by them to the letter. In fact, under the circumstances existing in Duluth it is hard to imagine a more perfect, complete and effectual mechanism for controlling the grain market at that city than that which has been devised and put in operation by the Duluth Board and its members."

GRAIN CLEARING HOUSE.

The Winnipeg Grain Exchange has approved the recommendation of its special committee that a grain clearing house be established at Fort William, Ont., for the purpose of facilitating the loading of vessels. The plan proposed is to have a manager with an efficient staff at Fort William, whose duty it would be to attend to all inward receipts and outward shipments, with power to order any one elevator to deliver a complete cargo to a vessel, and by so doing avoid friction and loss of time by a vessel moving from one house to another to get a cargo.

In addition to the office in Fort William it was proposed that an office should also be maintained in Winnipeg to handle all documents and receiving from the Fort William office all expense bills, weight certificates, etc., and to attend to their proper and prompt distribution to the grain trade in Winnipeg.

The vessel owners, the elevators and the shippers will contribute to the expense of operation. The vessel owners getting the greatest benefit, it was considered they would contribute the largest share; the elevators, getting the smallest benefit, would contribute less than either the vessels or shippers. The cost estimated to shippers on cargoes is not exceeding 25 cents per 1,000 bushels, this to be reduced later should results permit, and the charge for expense bills with weight certificates to be 5 cents per car. The clearing house will take all responsibility for the prompt delivery to vessels of all cargoes and guarantee that all carload papers shall reach shippers, or agents who have offices in Winnipeg, in ample time to permit of delivery under Winnipeg market rules.

COMMISSION CHARGES AT CHICAGO.

A *viva voce* vote taken of 800 members of the Chicago Board of Trade, as assembled in the visitors' room on February 9, would indicate that the proposition to amend Rule XIV, to change the brokerage basis, will be carried when formally voted upon February 15. The meeting was held to discuss the proposition and the vote was of the "straw variety." The amendment puts all members employed by another on a salary basis and makes some other changes in the relation of members as floor operators not of material interest to the shipping public. We quote here, however, the rates of commission as they apply to grain, as established by the amended rule, which will obtain should the rule be adopted, as no doubt it will.

Section 3. The following rates of commission, being just and reasonable, are hereby established as the minimum charges which shall be made for the transaction of the business hereinafter specified by members of this Association: For the purchase or sale and for the purchase and sale of property for immediate or future delivery, whether the contract for purchase or for sale be first made, as follows: On all kinds of grain in 1,000 and 5,000 bushel lots or multiples thereof, $\frac{1}{4}$ cent per bushel. On flaxseed in 1,000 and 5,000 bushel lots or multiples thereof, $\frac{1}{4}$ cent per bushel. . . .

It is hereby provided that in case where property is bought or sold for immediate or future delivery for account of members of this Association, or for firms one of whose general partners is a member, one-half of the foregoing minimum specified rates shall be charged and shall be the minimum rates in such cases, except in cases where such transactions are in wheat, corn or oats, and are opened upon an order given in Chicago by a member or firm, one of whose general partners is a member, or a corporation, entitled under Section 8 of this rule to members' rates, for his, its or their own personal account only, and in no case either directly or indirectly on behalf of any other person either wholly or in part, in which cases the minimum charge shall be at the rate of 1-10 of one cent per bushel. Nothing in this rule shall be so construed as to prevent special agreements by which higher rates of commission may be charged in special cases.

Sec. 4. For the purchase or sale of property for immediate or future delivery, the following rates of brokerage, being just and reasonable, are hereby established as the minimum charges which shall be made: On wheat, corn and oats, 10 cents per 1,000 bushels. On rye, flaxseed and barley, 25 cents per 1,000 bushels.

Higher rates of brokerage may be charged by special agreement, provided that such higher rates do not exceed double the minimum rates above named. Brokerage shall not be allowed to, nor

received by, a member who makes his own transactions, but who places his contracts with another member, firm or corporation.

Sec. 5. The minimum rates of commission for purchasing or selling hay and straw in carloads of 10 tons or less, \$7.50 per carload, and in carloads of more than 10 tons, 75 cents per ton. It is hereby provided that in cases where property is bought or sold for immediate or future delivery for account of members of this Association, or for firms one of whose general partners is a member, one-half of the foregoing minimum specified rates shall be charged and shall be the minimum rates in such cases. Nothing in this rule shall be so construed as to prevent special agreements by which higher rates of commission may be charged in special cases.

Sec. 6. The following rates of commission, being just and reasonable, are hereby established as the minimum charges for receiving, selling and accounting for the following kinds of property: For selling carload lots of wheat in store, free on board cars or vessels, on track, delivered or to be shipped from any other point, 1 cent per bushel. For selling carload lots of rye and barley, 1 cent per bu.; carload lots of corn in store, $\frac{1}{2}$ cent per bu.; corn otherwise than in store, $\frac{1}{2}$ cent per bu.; carload lots of oats, $\frac{1}{2}$ cent per bu.; canal boat loads of grain in store, afloat or free on board vessels; $\frac{1}{2}$ cent per bu.; flaxseed in bulk or in bags, 1 per cent; clover seed in carload lots, 1 per cent; clover seed in less than carload lots, $\frac{1}{2}$ per cent; timothy seed, $\frac{1}{2}$ per cent; all other seeds in bulk, $\frac{1}{2}$ per cent.

In addition to the foregoing specified rates of commission there shall be charged all legitimate expenses, such as storage, inspection, government tax, insurance and other expenses which are necessarily or properly incurred in caring for the property and guarding the interests of both consignor and consignee.

Whenever a member of this Association, acting on his own behalf, or as a representative of a firm or corporation, shall have made a purchase of any of the articles mentioned in this section, to arrive, or in transit, such member, or the firm or corporation of whom he is the representative, as the case may be, shall notify, in writing, the party from whom such purchase was made, of the price and terms of such purchase, on the same day upon which such transaction takes place.

Sec. 7. For the purchase and sale of the following described articles, to arrive, whether the contract for purchase or for sale be first made, the following, being just and reasonable, shall be the minimum rates of commission: On flaxseed in carload lots, 1 per cent; on flaxseed in 5,000-bushel lots, $\frac{1}{2}$ of 1 per cent; on clover seed in carload lots, 1 per cent; on all other seeds, $\frac{1}{2}$ per cent. For the purchase and shipment of grain by vessels: On rye and barley, $\frac{1}{4}$ cent per bu.; on other grain, $\frac{1}{4}$ cent per bu. For the purchase and shipment of wheat by rail, in less than 5,000-bushel lots, 1 cent per bu.; in 5,000-bushel lots or more, $\frac{1}{2}$ cent per bu.; of corn and oats by rail, $\frac{1}{2}$ cent per bu.; rye and barley by rail, 1 cent per bu.

The following rates of brokerage, being just and reasonable, governing the purchase or sale of all kinds of grain for shipment by water or rail, to or from Chicago or other points, are hereby established. For buying or selling for account of a member of the Chicago Board of Trade, $\frac{1}{2}$ of 1 cent per bushel in lots of 5,000 bushels or more, and $\frac{1}{4}$ of 1 cent per bushel in lots of less than 5,000 bushels; and these charges shall be the minimum rates of brokerage. Nothing in this rule shall be so construed as to prevent special agreements by which higher rates of brokerage may be charged.

The following rates of brokerage, being just and reasonable, are hereby established on transactions by, between and for account of members of the Chicago Board of Trade, for purchase or sale, where the broker does not assume any financial responsibility, nor render any other service: On cash grain in store or to go to store, in multiples of 1,000 bushels, 50 cents per 1,000 bushels; on carload lots of barley, rye and wheat, \$1 per car; corn and oats, 50 cents; ear corn, \$1.50; bran, \$1; shorts, \$1; middlings, \$1; straw, \$2; hay, \$2; flaxseed, \$1; all other seeds, \$2; seeds in bags in less than carload lots, 2 cents per bag.

The above stated rates shall be the minimum rates of brokerage. Nothing in this rule shall be so construed as to prevent special agreements by which higher rates of brokerage may be charged.

Any member who, or whose firm or corporation, shall be convicted by the board of directors of a violation or evasion of any of the provisions of this section, either directly or indirectly, in any manner whatsoever, shall be expelled from this Association.

The farmers on Long Prairie, Texas, have been using cotton seed for fuel on account of the exhaustion of their wood piles.

COMMISSION

James Doran & Co., grain and stock brokers of Minneapolis, Minn., failed in January.

George W. Gardner, grain dealer of Minneapolis, Minn., recently filed a petition in bankruptcy.

James A. Patten of Bartlett, Frazier & Carrington, Chicago, has taken a membership in the Minneapolis Chamber of Commerce.

Theodore Jacobs, formerly with Warren & Co. of Peoria, Ill., has severed his connection with that firm to go with J. M. Quinn & Co.

A new grain firm, to be known as the Standard Grain Co., has been organized at Cincinnati, Ohio, by Henry Heile Jr., William Weber and Charles Karlin.

W. J. Thompson, of W. J. Thompson & Co., Chicago, will start about March 1 on a three weeks' trip to Texas to look over land situations in that territory.

The firm of George Brier & Co. has been organized to carry on a general business in grain at Peoria, Ill. Mr. Brier was formerly with J. M. Quinn & Co.

Fred H. Babcock, who has been for years with the defunct firm of McReynolds & Co., Chicago, has posted notices offering for sale his membership in the Chicago Board of Trade and will engage in other business.

Charles C. Cameron, a grain broker of South Orange, N. J., and New York, representative of McReynolds & Co. of Chicago, whose failure was announced recently, committed suicide February 11 by shooting himself. Business worries were given as the cause.

P. R. Fahey & Co., grain and stock brokers of Cleveland, Ohio, went into liquidation in January with the view of retiring from business. The action was said to be owing to the peculation of a trusted employee and the continued ill health of the senior member of the firm, P. R. Fahey.

D. I. Van Ness, of Van Ness Brothers, Chicago, returned home the early part of February after a three months' stay in Arizona. He went there early in the winter on account of his health and spent most of his time on a ranch near Oracle. His friends found him looking like a new man on his return to Chicago.

The firm of Sunderland & Updike, in the grain commission business at Omaha, Neb., has dissolved partnership, N. B. Updike retiring. W. C. Sunderland continues the business at the old offices. Mr. Updike claims that the business of the Updike Grain Co. keeps him so busy that he is unable to devote any time to the commission business.

The grain firms of Lake, Brown & Co. and J. L. Tracy & Co. in the Chamber of Commerce, Minneapolis, Minn., consolidated February 1 under the firm name of Lake, Brown & Tracy. The members of the firm are W. H. Lake, a prominent member of the Chicago Board of Trade, and E. L. Brown and John L. Tracy, well-known members of the Minneapolis Chamber of Commerce.

The Marfield-Griffiths Co. of Minneapolis, Minn., one of the largest companies identified with the Northwestern grain trade, has established a branch house in Chicago. It is located at offices 730-732 Postal Telegraph Building, and in charge of W. H. Noyes. The Chicago office will also look after the interests of the Western Elevator Co., a subsidiary company of the Marfield-Griffiths Co.

George S. Bridge and C. F. Van Wie of Chicago were at the head of a small party which left Chicago on February 6 for a three weeks' trip in the South, principally Texas. Land values and the southern land situation is stated as one of the reasons for the trip. If the situation meets with their approval a company may be formed to take up one of the large sections of Texas land now on the market.

F. G. Coe, with the cash grain department of the Glucose Sugar Refining Co., Chicago, who has been spending the winter months on his brother-in-law's ranch near Roswell, N. M., is expected home about March 1. Mr. Coe left Chicago about December 1 to recuperate, as his health had not been of the best, and reports are that the tonic of the southern climate has put him decidedly on his feet again.

Capt. I. P. Rumsey, head of the firm of Rumsey & Company of Chicago, was the recipient on February 9 of a handsome bouquet of American Beauty roses in celebration of his seventieth birthday anniversary. The roses were seventy in number and were the gift of his friends and colleagues on the Board. The presentation took place "on 'change,'" the presentation speech being made by Secretary George F.

Stone. Mr. Stone alluded to the valued services which Captain Rumsey had rendered to the Board in his capacity of director and member of various committees from time to time, and said the flowers were an expression of good-will and esteem in which he was held by his associates.

WHY SHOULD WE MAINTAIN A NATIONAL ASSOCIATION?

[A paper by A. E. Reynolds of Crawfordsville, read at the annual meeting of the Indiana Grain Dealers' Association.]

Why should we maintain the National Grain Dealers' Association?

Some questions are better answered by asking others.

So we ask:

Can the state associations do the work necessary to be done to keep the grain trade in a prosperous and profitable condition?

Are there any interests that affect the whole country alike?

Can corn be grown on the prairies of the West, transported through the states of Indiana, Ohio, Pennsylvania, New York, Massachusetts and finally consumed in the granite hills of Vermont or the forests of Maine, or carried across the great Atlantic, and be controlled the whole of the time by a set of rules laid down by one or two puny grain associations in Indiana or Illinois?

These questions might be followed by another list.

Do we need a national congress?

Are there any laws and conditions that affect all of the states of this great republic alike?

Do we need any national legislation to control railroads, commerce and labor?

Do we need an interstate commerce law?

Do we need a national postal law?

Do we need an army or navy to fight our battles?

Do we favor a national monetary system that makes our money good in all parts of the country and throughout the civilized world?

Finally, is there union in strength?

Am I, in any degree, "my brother's keeper?"

These questions are so nearly axiomatic that it seems almost sacrilege to call them up for discussion.

Are we to have uniformity in the grain traffic or is each state to paddle its own canoe—the old question of state rights? Is it possible that this preposterous question should be capable of being discussed again? And yet in it are involved the very principles that must be advocated by the opponents of the National Association.

Imagine, if you please, a car of grain loaded in Illinois for transportation to Vermont. At the Indiana state line it is subjected to tariff, freight is collected, it is reclassified, a new bill of lading demanded. Again, at the Ohio state line it undergoes the same process and here a state law prohibits its further progress unless the duty is paid in Ohio money. This being done, it proceeds to the Pennsylvania line. Here we find there are no commercial treaties between the states of Pennsylvania and Illinois. The law in Pennsylvania prohibits the transportation of an Illinois product through the state of Pennsylvania. It must be detoured around the great state of Pennsylvania to reach its destination. It proceeds southward and finally strikes the West Virginia line. Here we encounter an embargo for sanitary reasons. Illinois corn is not healthy in the state of West Virginia. It must seek still a further southern route. Finally, by merciful Providence, it goes through the eastern end of Kentucky, around through Virginia, Maryland, New Jersey, all along the line having the same troubles to encounter that it encountered in Indiana and Ohio. Finally, if it reaches its destination at all and if the grain has not all been lost in transit and transfer; if it is not rotten by reason of delay; if tariff, transfer, inspection, embargo and other regulations have not consumed its entire value, there may be a voluntary remittance from the buyer to the seller. Then, if the money remitted by the buyer proves good, the seller may, in the end, reap a munificent reward for his time, trouble and investment.

You say overdrawn. Of course it is overdrawn, but not more overdrawn than the arguments used against the National Association.

Grain is produced in the states of the Mississippi Valley under wise laws enacted by wise legislatures looking to the fostering of the industries on which depend the very life and prosperity of these states; laws that will force the market price of grain to the highest possible notch; laws that give the farmer the highest return for his labor.

The same grain is carried by railroads to the consumers in New England, which railroads have enacted for themselves rules and laws making the rates just as high as they can possibly maintain them.

Finally, the grain is consumed in New England

under laws that are enacted for the purpose of administering to the best well-being of the consumer of this grain; the lower they can buy it the better, for on this depends the prosperity of the people in these sections.

Now, in the midst of these three great forces stands the defenseless grain dealer, striving one handed to combat forces utterly beyond his control.

His interest is to pay the farmer the highest market prices for his grain, in order to foster the industry on which his livelihood depends. To that end he must get it transported as reasonably as possible; sell it at highest possible price; have it inspected and weighed as fairly as possible. In these efforts shall we leave each grain man to fight his own battle?

These contending forces are like an upper and nether millstone, between which the poor grain man is usually ground fine.

The motto of the National Hay Association, "Not for self, but for all," should be kept at the forefront. You possibly may be able to fight your battle, but what is to become of me, a poor, struggling dealer at a small country station?

What are the needs of the trade?

At this interrogation we stand aghast.

Yes, what are they?

So numerous are they we had better attempt to define what are not the needs of the trade.

We know we do not need higher railroad rates.

We know we do not need less accurate inspection rules.

We know we do not need less reliable weighing system.

We know we do not need less honesty in the business.

Gentlemen, we have not to-day one single trade rule that is firmly rooted and fixed in the entire fabric of the grain traffic; no special laws governing.

It is a free and go-as-you-please kind of a race: every man for himself and the devil take the hindmost. A mariner without a compass; a ship without a rudder on a tempestuous sea without a port in view.

If all the grain produced was of uniform quality, all the cars of uniform make that could not leak or be wrecked, sufficient number of them to have one when needed without delay, if all the railroads were able to transport without delay, if the grain could not spoil in transit, if scales could not vary, if contracts to purchase and sell could only be of one kind and void of technicalities, if rules of all kinds governing the trade were as immovably fixed as the laws of the Medes and Persians, if varying one jot or tittle from the straight and narrow path were impossible, then we might not need a national association, but are they?

In short, if all men were honest, if the golden rule was the only rule known to govern human motives, if man could not deviate from that rule, then we might not find room for the National Association, but I doubt it even then.

Diogenes of old carried a lantern in the streets in broad daylight looking for a man. I imagine he wanted an honest man.

The mission of the Grain Dealers' National Association is to carry a lantern, not in the streets in daylight, but into the dark and hidden recesses of the grain trade of this and foreign lands, there to spy out the lurking, dishonest, unreasonable individual who is seeking to sap the trade by his dishonest methods. Its mission is to establish rules and regulations so infallible that "the wayfarer, though a fool, cannot err therein." Its work has not even begun.

It should go on and on and on—

Until trade rules the broad land over are uniform.

Until inspection in the prairies of Illinois, in the hills of New Hampshire, or in the crowded ports of the export trade are one and the same.

Until laws are enacted that will compel the railroads to weigh grain into the cars and turn out the same amount at destination.

Until the car situation is solved.

Until we have in effect a clean, unconditioned, satisfactory, uniform bill of lading.

Until terminal facilities are so adequate that blockades are impossible.

Until grain must be transported in reasonable time, or the loss by delay be made good by the carrier.

Until reciprocal demurrage is an established fact.

Until fixed market differences are established between contract grades and at least one or two grades below contract.

Until arbitration of any differences is an established fact.

Until a "square deal" is secured for every man.

Then, it should go on and on and on to see that all these conditions are faithfully carried out.

Finally, when the grain traffic has reached a stage of perfection in the very forefront should be found the Grain Dealers' National Association

valiantly fighting to hold every inch of the ground she has so nobly won.

Why should we maintain a National Association?

The reasons are so numerous and the necessity so manifest that in their presence I stand appalled, even though I have tried to point out a few of them.

PERSONAL

Selmer Choltz will have charge of the new elevator at Bartlett, N. D.

Harry Huesby has been appointed agent of the M. & N. Elevator Company at Bartlett, N. D.

Frank Borchert has accepted a position with the Cargill Elevator at Minnesota Lake, Minn.

James Conway has succeeded George Irvine as manager of the Farmers' elevator at Waseca, Minn.

F. M. Black has resigned his position as manager of the Hasenwinkle Grain Co. at Heyworth, Ill.

John Wold has been appointed grain buyer in Larson Melby Co.'s new warehouse at Mondovi, Wis.

Angus White has succeeded R. M. Johnston as agent for the Imperial Elevator Co. at Park River, N. D.

E. G. Freeman has resigned his position as grain buyer at the Duluth Elevator at Pennock, Minn.

Alton J. Theede, grain buyer at Theede, N. D., was married on January 16 to Miss Elizabeth Wawers.

J. C. Jones of Wesley, Iowa, will take over the management of the Hawkeye Elevator at Yankton, S. D.

Henry Huber of Watertown, S. D., has been put in charge of the new McCaull Elevator at Forbes, N. D.

Israel Larson has succeeded H. E. Hendrickson in the management of the Thorpe Elevator at Litchfield, Minn.

S. Steffenson of Faribault, Minn., has been appointed buyer for the Pacific Elevator Company at Hazel Run, Minn.

It is reported that Henry Grosse has been appointed local manager for the Iowa Elevator Co. at Farnhamville, Iowa.

Wm. Kruger of Oriska, N. D., has been appointed agent for the Schmid & Anderson Grain Co. at Buchanan, N. D.

J. A. Bond of Mt. Victory, Ohio, has succeeded Jay Spaulding as manager of the La Rue Grain & Elevator Co. at La Rue, Ohio.

Charles, Norman and James McKissick have formed a partnership to carry on a grain commission business in St. Paul, N. D.

Geo. Clark has been elected to fill the position of manager of the White Rock Elevator Company at Kings, Ill., recently occupied by S. A. Gibson.

C. H. Blow has resigned his position as manager of the Thorpe elevator at Garretson, S. D., to engage in the flour and feed business at Dell Rapids, S. D.

J. A. Kuhn has resigned his position as assistant freight and passenger agent of the Northwestern Railroad to become traffic manager for the Updike Grain Co.

J. H. Wright of Arthur, Ill., who was manager of Bartlett, Kuhn & Co.'s elevator for fourteen years, was retired from business at the age of 75 years on a life pension of \$30 per month.

John Garding, who has been in charge of the Thorpe Elevator at Long Prairie, Minn., has been transferred to Geneseo, N. D., where he will have charge of an elevator for the same company.

W. G. Bagley, who has been for some time past in charge of the Home Grain Co.'s elevator at Rexford, Kan., has been transferred to El Reno, Okla., where he will buy grain for the company.

E. R. McDonald, formerly of the Ohio Cereal Company, has severed his connection with Hardesty Bros., Columbus, Ohio, and will remove to North Dakota, where he will have the superintendency of a large flouring mill and a line of elevators.

J. C. Edwards, manager of the Rex Mills, at Kansas City, Mo., was attacked with vertigo while buying grain on the Board of Trade on January 24. Mr. Edwards fell suddenly to the floor, but after receiving medical treatment he recovered, with apparently no further ill effects.

Omaha charges 40 cents per car for inspection and 25 cents for weighing.

COURT DECISIONS

[Prepared especially for the "American Elevator and Grain Trade" by J. L. Rosenberger, LL. B., of the Chicago Bar.]

Liability for Injury to Railway Employe by Grain Door Board.

An employe of a railway company which switched cars among certain flour mills was injured while descending a ladder on one car by one end of a grain door board resting against a cleat supporting the footboard on top of another car, and protruding over the side of that other car, which was standing on an adjoining track. He sued both the railway company and the milling company for damages. It was shown that the milling company was in the habit, when unloading cars, of placing boards, used for the purpose of closing car doors, upon the top of such cars, and that the railway company was in the habit of receiving such cars, with admitted knowledge of such custom.

The Supreme Court of Minnesota, in affirming a judgment against both companies, holds (Campbell vs. Railway Transfer Co. and Northwestern Consolidated Milling Co., 104 Northwestern Reporter, 547) that the question of negligence as to both defendants was properly one of fact for the jury. Nor does the court consider that there was any merit in the transfer company's contention that, if anyone was liable, it must be the milling company only, because its negligence was the proximate cause of the damage. It says that in point of fact that negligence was anterior, but the responsibility as a legal cause in such a case does not depend upon the sequence in time of the wrong charged. Furthermore, it holds that the employe did not, as a matter of law, assume the risk.

Bank Not Entitled to Sell Corn.

A Chicago dealer whose business it was to ship grain, usually on orders, but occasionally to brokers, for sale on his own account, having three car-loads of corn, which had been bought on order, but the orders for which had been canceled before shipment, sent them to a grain broker at Columbia, S. C., and made separate drafts on him with bills of lading attached for each car of corn. These drafts were in favor of a large brokerage house of Chicago, which had advanced to the Chicago dealer the amount of the drafts and which in turn placed the drafts with bills of lading attached to its own credit with a Chicago bank. This bank sent the drafts and bills of lading to a bank at Columbia, with instructions to collect and remit proceeds for its credit to the National Bank of the Republic in New York.

Across the left end of each of the drafts was the following instruction: "Do not surrender documents until draft is paid. If not paid promptly notify _____, Chicago, giving reasons, and hold for instructions."

The Columbia bank received the papers on June 7, and, after several refusals by the Columbia broker to accept or pay the drafts, returned them to the Chicago bank. A second time they were sent for collection, and returned after a like unsuccessful effort to collect. Upon receiving them a third time, after again presenting them to the Columbia broker, the bank there sold the corn to a third party on July 25, for the face of the drafts, storage charges and freight, and remitted the amount of the drafts less exchange to the National Bank of the Republic for credit of the Chicago bank.

The Chicago dealer had no notice of the sale until the receipt of a letter from the Columbia broker dated August 7, advising him of his inability to deliver a carload of corn he had contracted to sell because all of the corn had been already sold by the Columbia bank. In the meantime corn had advanced in price. Subsequently the Chicago dealer sued the Columbia bank, his claim being for \$720, alleged to be the difference between the price realized for the corn and the highest market price from the date of the alleged conversion to the time of the trial.

The Columbia bank endeavored to prove as a material fact that the intention of the Chicago dealer, the drawer, was not, as he alleged it was, to make the Columbia broker, the drawee, merely his broker to sell the corn, pay the drafts and account for the sale, but that the Columbia broker should buy the corn and become himself absolute owner on payment of the drafts. Assuming that the evidence left this issue of fact in doubt, it was quite immaterial, the Supreme Court of South Carolina says (Gregg vs. Bank of Columbia, 52 Southeastern Reporter, 195), in view of the undisputed documentary evidence, what the original position and rights of the Columbia broker were, because, if the jury had taken the bank's view,

when he refused payment of the drafts, which was the condition of his acquiring ownership and possession of the corn, the ownership stood as if the drafts had never left the bank in Chicago. Although the drafts were returned to the Chicago bank and resent for collection several times, the original instructions to hold and notify in case of non-payment were not only unaltered but were each time present with the papers. If the Chicago dealer sold the corn to the Columbia broker on condition that he should pay the amount of the drafts as the purchase price, then he was bound to take the price agreed upon from the Columbia broker, notwithstanding a rise in the price of corn, but the Columbia bank had no right to bind him to sell to another at the same price or at any price. While the bank no doubt acted in good faith, the documents in its hands afforded no justification for the sale of the corn. The sale by the bank was as much an unwarranted conversion of the property of the owner as a sale made by a stranger would have been, this not being a case where an emergency had arisen. It was also plain that even the Chicago bank or the brokerage house had no right to order a sale of the corn, if the Chicago dealer was the owner, without notice to him and demand on him for payment of his debt.

The court further holds that, under the circumstances of the case, the Chicago dealer was entitled to maintain an action against the Columbia bank for the conversion of the corn and that the bank could not complain of the jury taking the approximate, if not the exact, value of the corn at the time of the conversion as a basis of damages, as in a case of this kind they might give the highest market value up to the time of the trial.

SOME ARBITRATION DECISIONS.

Following are two recent decisions by the arbitration committee of the Kansas Grain Dealers' Association, composed of A. H. Bennett, W. A. Miller, J. T. White:

Early, Foster & Co., Waco, Texas, vs. C. B. Gaunt Grain Co., Wichita, Kan. Decision dated January 18, 1906. In this case the plaintiff contracted with the defendant for the purchase of a car of cane seed to be shipped within fifteen days. Shipment was delayed, and buyer extended the time until March 18, 1905. Further delay occurred; and the evidence shows that shipment was not actually made until March 23, at which time defendant made invoice and draft thereon.

On its presentation, the plaintiff (the buyer) refused payment, and draft was returned, following which the plaintiff made claim for an alleged prospective profit of \$50, while defendant filed counter claim for \$43.50, on account of plaintiff's refusal to pay draft and accept the shipment.

Held by this committee, that a prospective profit is an unknown quantity; that plaintiff, on whom rests the burden of proof, has failed to furnish any evidence to establish this profit, or even a sale by him of the goods contracted; that plaintiff has failed to establish any damages; that plaintiff failed to notify defendant that he would not accept any shipment if made after March 18, and that he exercised his right to "extend time, cancel contract or buy in for seller's account" when he refused to pay the draft and accept the shipment made; and that by such refusal to pay said draft and accept said shipment, he voluntarily canceled the contract, and is not, therefore, entitled to recover damages.

That defendant failed to make shipment within the time agreed upon, and therefore he forfeited his right to any recovery account buyer's refusal to accept the shipment.

That neither is entitled to any damages, and that the costs, amounting to \$9.90, be equally divided between the parties in the controversy.

Longford Elevator Company vs. Abilene Mill & Elevator Co. Decision dated January 19, 1906.—In this case, plaintiff contracted by telephone to sell to defendant a car of wheat at a given price, the plaintiff claiming that the grain was in his warehouse and that shipment was to be made "as soon as possible;" defendant claiming that it was contracted for "quick shipment."

Evidence shows that car was ordered the date contract was made; that empty was received and loaded the eighth day; that invoice followed; that draft was duly presented and that payment was refused, buyer (defendant) alleging that time of shipment had expired.

The evidence further shows that defendant confirmed the contract for "prompt shipment;" that he made no complaint of delay, nor sent any notice of cancellation of contract until after draft had been presented, payment refused and draft returned to seller's bank, dishonored; that after twelve days' delay, said shipment was resold to defendant, without prejudice either for or against the previous contract, at a discount of six cents per bushel.

Held by this committee, that in face of this dispute regarding time of shipment agreed upon by telephone, the written confirmation of defendant should be accepted as conclusive evidence of his understanding at time contract was made; and that if his own confirmation was contrary to his understanding, he further forfeited his right to refuse the shipment when he failed to notify plaintiff within a reasonable time, after he understood the time had expired, that he would no longer accept the same.

We, therefore, award the plaintiff the sum of \$74.10, which sum represents the six cents per bushel difference in price, together with \$9 demurrage which accrued and was wrongfully deducted by defendant; and direct that the Abilene Milling Co. remit to Secretary E. J. Smiley the sum of \$74.10 to cover this award, together with \$15 to cover cost of this special hearing in open session.

WHEN PAYMENTS MUST BE MADE.

The Supreme Court of Kansas recently held, in the case of the Taylor Grain Company vs. the Bennett Commission Company of Topeka, that in an action to recover damages for non-delivery of corn on track in North Topeka under contract, it is admitted that the buyer was to pay for each car upon presentation to him of a draft therefor, accompanied by bill of lading and certificates of weight and grade; and it is shown that the seller placed a car of corn on the track, drew a draft for contract price, payable to the Merchants' National Bank of Topeka, and assigned to it the bill of lading to which was attached a certificate of weight and grade; and that the bank presented the draft for payment, with the bill of lading and certificates of weight and grade, and payment was not made during business hours; and at the end of such day the bank required the drawer to take up the draft.

It was error for the trial court to instruct the jury that if the buyer, on the following day, tendered the seller the amount of the draft and requested delivery of the bill of lading and certificates, and the seller refused, the neglect of the buyer to take up the draft on presentation was not a forfeiture of the contract, and the seller would be liable for damages for non-delivery of the corn.

The opinion further states that if the draft was not paid on that day it became dishonored, and would be charged back to the account of the drawer. In this case, after dishonor, the drawer was requested to take up the draft, which he did, and the bill of lading, which was the title to the corn, was returned to him. Thereafter he was not required to hold the corn subject to any subsequent order of the Taylor Grain Company, but might immediately dispose of it. The Taylor Grain Company, having failed to meet its obligation under the contract, forfeited all right to insist upon delivery of the corn, or to recover damages for non-delivery of same.

OPINION ON THE RESPONSIBILITY OF CARRIERS.

In view of the inconveniences caused by the annually recurring car famine, with its delays and losses, the secretary of the Millers' National Federation publishes the following opinion of the Federation's counsel, F. F. Reed, upon two typical cases, as follows:

"Our situation is this: We are on the Penna. R. R. We sell a quantity of our product on the N. & W., and we want our proportion of the N. & W. cars set on the transfer. Can we force them to do it, and have we no redress in case of their refusal?"—Ohio Cereal Co.

"We are a mile and a half from the freight house. We load cars on our sidetrack. We make a demand every day for a given number of cars. In February and March of the present year the railroads were unable to supply our demands. At that time the fertilizer companies were moving their products, and the railroads set most of their cars to them. This handicapped us . . . and was cause of delay of two or three weeks. . . . In one particular the goods were refused at destination account delay . . . due entirely to railroad's failure to furnish equipment. What are our rights?"—Liberty Mills.

Referring to the complaints of the Liberty Mills and the Ohio Cereal Company as to failure of railroads to furnish proper cars for shipment of their products, and discrimination against them, I have to advise it seems in each instance that there is a preference given to a certain class of industries.

In the case of the Liberty Mills, the fertilizing companies having secured practically all of the cars; and in the case of the Ohio Cereal Company, the discrimination being exercised in favor of shippers who are situated on the N. & W. Railway, it is not very difficult to formulate the law on this subject. The difficulty arises from the practical application, especially in the matter of proof.

It is a well-known fact that for the last six months

all of the railroads in the country have felt the scarcity of cars and have been absolutely unable to supply cars sufficient to transport the products that have been offered for freight. Each railroad, as is well known, is engaged in the rather shady custom of stealing and keeping all the cars it can from other railroads.

A railroad company is, of course, even at law, bound to furnish suitable cars for transportation when required by customers. At the same time, it is not required to jeopardize its other business and the rights of other shippers, and reasonable diligence is all that is required. It cannot discriminate between shippers at points where it competes with other lines and those at points where there is no competition.

Tennessee has no statute on the subject, but has a railroad commission authorized to supervise and fix rates and the regulations of railroad freight and passenger traffic and to correct abuses and prevent unjust discrimination and extortion in the rates of freight and passenger tariffs on different railroads in the state, and Ohio has a somewhat similar provision. I take it, however, that much of the freight in question is intended for interstate shipment, and such being the case the interstate commerce act would apply. This act, after requiring all charges to be reasonable and just and forbidding rebates and special rates, prohibits undue preferences, and provides that it is unlawful for any common carrier to make or give any undue or unreasonable preference or advantage to any particular person, company, firm, corporation or locality or any particular description of traffic in any respect whatsoever, or to subject any person, company, firm, corporation or locality or any particular description of traffic to any undue or unreasonable prejudices or disadvantage in any respect whatsoever. The act then requires all common carriers to afford to each all reasonable and proper facilities for the interchange of traffic.

It will be noticed that this act does not absolutely forbid preferences or advantages, or the infliction of prejudices or disadvantages, but stops undue or unreasonable preferences or advantages and forbids undue or unreasonable prejudices or disadvantages. The act nowhere defines undue or unreasonable preference or advantage, but in *United States v. Delaware Railroad Company*, 40 Fed. Rep. 101, and in all other cases, it has been held that in order to determine this question all the circumstances of the case must be taken into consideration, including business considerations naturally affecting the action of carriers, mileage, population, tonnage, welfare of localities, competition, etc., and that the burden of proof is always on the person complaining of the undue preference.

Complaint may be filed before the Interstate Commerce Commission or suit may be brought. Damages may be recovered, and any decision arrived at by the Interstate Commerce Commission may be enforced through the means of federal courts. It is thus evident that both the common law and the statutory law of this country recognize such evils as are complained of, condemn them and provide for remedies, but that the great obstacle is the establishment of the case. So many things are to be taken into consideration and so many excuses and apparent justifications can be trumped up as explaining and justifying the conduct of the carrier, that it takes a pretty strong case of systematic, deliberate and intentional discrimination before a case can be made. My own judgment is that it would be almost impossible, except under the most cogent and clear proof of deliberate and arbitrary distinction, to sustain a charge of this kind, and I doubt very much whether the facts stated in these letters, even if they were susceptible of proof, would be the ground for very drastic action. If, however, clients who know the extent to which they have been injured and the persistence of the railroad companies in their conduct have the proof, the place to go with it is before the Interstate Commerce Commission, where the procedure is simple and inexpensive, the subject is thoroughly understood, and the means for compelling the presence of witnesses and the production of documents are very powerful.

IN THE COURTS

An involuntary petition in bankruptcy has been filed against Stewart & Alley, feed and grain merchants of Chattanooga, Tenn.

William Hooton, a grain broker of Chicago, Ill., filed a voluntary petition in bankruptcy on February 9. His debts are scheduled at \$53,614, with assets at \$140.

The McMillan Grain Co. of Van Wert, O., has brought suit against the Cincinnati Northern and the Lake Shore & Michigan Southern for \$455 damages, alleged to have been suffered by reason of delays in transit of six shipments of grain.

Daniel McCaffrey Sons & Co. of Pittsburgh, Pa., have won a suit against the B. & O. R. R. for the loss of a carload of hay, destroyed by fire in the Allegheny yards. The court held that negligence on the part of the railway was proven. The defendants have asked for a new trial.

Martin Mulcare has brought an action against the G. E. Gee Grain Co. of Minneapolis, Minn., claiming \$25,000 damages for personal injuries. Plaintiff alleges that through the faulty construction of a scaffold he fell fifty feet into a grain bin in the defendant's elevator and sustained serious and permanent injuries to his nervous system and brain.

The Central Granaries Co. has appealed to the Supreme Court against a decision of the District Court, which upheld a \$10,000 assessment made on grain which was said to be in the company's Lincoln (Neb.) elevator last spring. The company claims that throughout the state elevators were assessed on the average capital invested throughout the year. The grain which it had at Lincoln was, it claims, in transit, and had already been assessed out in the state.

The case of Sebastian Zorn, Thomas G. Williams and Jesse Bushfield, members of the firm of S. Zorn & Co. of Louisville, Ky., who were indicted by the Federal grand jury in October, was concluded on January 14. The firm was charged on nine counts with having made fraudulent expense bills and presented them in order to obtain the three-cent shrinkage. The defendants pleaded guilty to two of the counts and were fined each \$1,025. The fines were at once paid.

A verdict for \$750 has been rendered for the plaintiff in the case of D. M. Kelly against the Kentucky Malt & Grain Co. of Louisville, Ky. The action was brought for \$10,000 for injuries received in the company's employ. The plaintiff was an oiler and while at work got caught in the shafting and had his right leg and four ribs broken. He claimed that on account of the poor light he was prevented from seeing a piece of packing which was wrapped around a shaft, and which, catching in his clothes, caused the injuries.

The Worrall Grain Co. of Omaha has sued Frank Johnson, Henry Hempel and Robert P. Cave for \$322.60 because of loss alleged to have been sustained in the shipment of a carload of wheat from Havelock last August. It is alleged that the grain company bought 809 bushels of wheat from Johnson and 309 bushels from Cave. Hempel acted as agent. The grain was shipped to Minneapolis under an agreement to pay 74½ cents per bushel for it if it graded No. 2. The company honored a draft drawn on them by Hempel for \$810 and subsequently learned that the wheat had heated, was damaged and unmarketable. It was shipped to Chicago, where it was sold at 66 cents a bushel. It is claimed the grain sent by Johnson was hot when it was loaded. Hempel and Cave in their filed answers to the suit make similar charges against Johnson. Cave claims his grain was good, but was damaged by contact with the remainder of the load.

An action was brought last month before the Superior Court of Indiana to settle the question of what is seed rye. The Basset Grain Co. of Indianapolis was the plaintiff and Huntington & Page, seedsmen, of the same city, the defendants. According to the statement of the case, Huntington & Page purchased 563 bushels of rye from the Basset Grain Company. The grain was represented to be seed rye, but the defendants asserted that it was not seed rye at all. It was declared to be worth \$345.82 on the market at the time the transaction was made, and Huntington & Page paid \$200, they say, before they discovered that the grain would not do for seed purposes. Basset & Co. then filed suit for the remaining \$145.82, but the suit was answered by a cross-suit, in which Huntington & Page asked for \$199 damages. They asserted that because they handled the grain which would not grow their business was damaged to this extent. The defense to this was that the conditions of the climate, the ground,

etc., caused the failure to germinate, although the rye was good seed. The jury returned a verdict for \$60.87 in favor of the defendants.

The cases against the Burlington road, George H. Crosby and George L. Thomas, under indictment on a charge of paying rebates to the grain men of the Missouri River district, will not be heard in Kansas City until the April term of the Federal Court. The defendants have filed answers to the counts in the indictments, demurring on the ground that the charges were insufficient to constitute a criminal suit.

THE RICE CROP.

The rice crop of the United States for the season of 1905 was 12,923,920 bushels, of which 12,154,270 bushels were grown in Louisiana and Texas, 607,258 bushels in the Carolinas and Georgia, and 162,392 bushels in Florida, Alabama, Mississippi and Arkansas. The average farm value of the crop was close to \$1 per bushel, the yield running from 24 bushels per acre in Mississippi to 32 bushels in Georgia. The Louisiana average was 25.76 bushels and that of Texas 31 bushels per acre.

"Notwithstanding the greatly increased production of rice during recent years in the United States, foreign rice still enters our markets in appreciable quantities," says the Crop Reporter, "though most of the grades are known as broken rice, brewers' rice and rice flour. Our exports of rice, aside from shipments to noncontiguous territory of the United States, the Hawaiian Islands, Porto Rico and Alaska, are small. Some lower grades were exported during a brief season of low prices in 1904 and a part of 1905."

"The per capita consumption of rice per annum in the United States is now about 7 pounds. In 1900 it was estimated at only about 3 pounds, showing a wonderful increase. In the oriental countries, where rice is the chief article of food, the per capita consumption of rice varies between 300 and 400 pounds per annum."

"The average price paid farmers for their paddy rice is 1½ to 2½ cents per pound, and the average retail price for mill rice is from 5 to 10 cents per pound. With an extension of the area and with still further improvements in varieties and methods of producing, milling and transportation, rice will eventually become much cheaper to the general public."

It may be interesting to know that the standard of measure for rough rice in Louisiana and Texas is not a bushel (45 pounds), but a "barrel" of 162 pounds, while 4 bushels of rough rice equal an average package, or pocket, of Louisiana and Texas, which this season is 180 pounds. By multiplying the price per bushel by 3.6 (a barrel being 3.6 bushels), the average price per barrel can be obtained. The average weight of an equal number of bags of Honduras and domestic Japan rice this season is 180 pounds. Dividing bushels by 4 gives the number of bags (packages) of the crop; dividing bushels by 3.6 gives the number of "barrels of rough rice" of the crop.

The Oklahoma Grain Dealers' and Millers' Associations will hold simultaneous meetings at Oklahoma City in May next.

Stock growers in the northern part of South Dakota are beginning in a tentative way to grow their own corn for feed; and their success last crop year may cause others to follow their example.

The Eastern Stock & Grain Co. of Lansing, Mich., has closed its doors, owing to lack of patronage. The business was formerly conducted by J. D. Harrington, who left the city in a hurry after becoming financially involved with the company.

For the first time in the history of Port Arthur, Texas, a full grain cargo has left that port. The steamer Cairndon sailed last month for Sligo, Ireland, with a cargo of 130,000 bushels of grain. A couple of weeks afterwards the steamer Serbury also left with a full cargo of 220,000 bushels.

The "Good Seed" train which is traversing Minnesota and the Dakotas was wrecked on the evening of February 1, as it was entering Aberdeen, S. D. The cause of the wreck was a stray horse, which was bisected by the locomotive. No one was injured and the speakers were able to hold their projected meeting in Aberdeen after some delay.

One of the most important products obtained from Indian corn in Illinois is declared to be gum. Nine years ago the Illinois Agricultural College turned its attention to the production of this article with conspicuous success. All postage stamps are now coated with corn gum instead of gum arabic. In fact, the gum arabic plant under cultivation is utterly inefficient to meet the demand for its product.

OUR CALLERS

[We have received calls from the following gentlemen prominently connected with the grain and elevator interests during the month.]

C. A. Burks, Decatur, Ill.
C. P. Miller, Portland, Ore.

F. H. Day, Minneapolis, Minn.

J. D. Shanahan, chief inspector, Buffalo, N. Y.

A. F. Ordway, representing Invincible Co., Kansas City, Mo.

M. A. Carleton, cerealist, Department of Agriculture, Washington, D. C.

Arthur Smith, representing Huntley Manufacturing Co., San Francisco, Cal.

Farmers in Manitoba are complaining of the method of grading adopted by the inspectors in that province. It is said that wheat which in September was graded as No. 1 hard, was graded in December as No. 2 northern. Prices rule from 7 to 10 cents less in Manitoba than in Duluth, Minneapolis and other American markets. This condition of affairs is believed by Manitoba farmers to be maintained ostensibly for the purpose of keeping up the standard of Manitoba grain, but in reality is conserved in the interests of the millers and consumers, they think.

FIRE-CASUALTIES

W. O. Buckingham & Sons' grain elevator in Sunbury, Ohio, was burned on January 5.

The Kansas Grain Co.'s elevator at Courtland, Neb., burned down on January 20 about midnight.

A fire at Wichita Falls, Texas, on January 13 destroyed the grain and feed store of Erwin & Eagle.

The elevator and warehouse of the De Wolf & Wells Grain Co. at Varina, Iowa, were destroyed by fire on January 19.

Fire destroyed the grain mill and elevator of Close Bros. at Schenectady, N. Y., on January 26, entailing a loss of \$75,000.

The Farmers' Elevator at Hendricks, Minn., gave way to the strain on January 9 and 2,000 bushels of flax were scattered on the ground.

The Bagley Elevator Co.'s elevator at Milan, Minn., was burned to the ground on January 4. The house contained about 4,000 bushels of grain.

The elevator at Taunton, Minn., has found its load too heavy to bear and is sinking into the earth. It has already sunk into the ground over half a foot.

The elevator of the Shellabarger Elevator Co. at Rowell, Ill., was burned to the ground, with a loss of about \$12,000, covered by insurance, on January 20.

A fire of unknown origin destroyed the mill and elevator of the H. T. Weathers Grain Co. on January 20. The loss was about \$30,000, covered by insurance.

Overloading caused the partial wreck of the Hayes-Eames Elevator at Trumbull, Neb., last month. About five carloads of wheat were spilled on the ground.

The Rutherford Elevator at Shreveport, La., was destroyed by fire on the night of January 31. There was \$2,500 insurance on the plant and \$10,300 on stock.

A loss of \$11,000 was sustained by the Waxahachie Grain Co. on January 7, when its warehouse at Waxahachie, Texas, was burned, together with 60 tons of hay.

The grain warehouse of the Osceola Mill & Elevator Co. at Osceola, Minn., was completely destroyed by fire on January 25. The loss is estimated at about \$12,000.

Charles B. Allen, grain buyer for the W. J. Jennison Mill Co. at Appleton, Minn., fell from the top of the company's elevator on January 31 and was instantly killed.

H. H. Beckwith's flour mill and elevator at Jasper, Mo., were burned to the ground on January 5. The fire is supposed to have been caused by sparks from the engine.

The Gephart & Hile grain elevator at Versailles, Ohio, burned at 2 o'clock in the morning of February 2, with 1,300 bushels of grain. The loss was \$6,500, with \$5,000 insurance.

Fire destroyed the elevator of the Rockford Elevator Co. at Schumm, Ohio, on the night of January 24. The loss is estimated at \$10,000. The cause of the fire is unknown.

The elevator of H. L. Barnes at Fairbury, Ill., was destroyed by fire on February 6. The building was leased by the Rogers Grain Co. of Cropsey, Ill. Loss on buildings and contents, \$10,000.

The Northwestern Elevator at Langdon, N. D., was burned on January 15. With the building were destroyed 35,000 bushels of grain. The total loss was about \$30,000. The cause of the fire is unknown.

The Farmers' Elevator at Hannaford, N. D., was destroyed by fire on January 19. The elevator, which had a capacity of 40,000 bushels, was half full. The loss on building and stock was covered by insurance.

The supports under the Farmers' Elevator at Kensal, N. D., gave way recently and the structure dropped three feet. It contained about 50,000 bushels of grain, which had to be removed before any repairs could be carried out.

Spontaneous combustion is supposed to be the cause of a fire which destroyed the grain and feed warehouse of Robert Greenwood Jr. in Philadelphia, Pa., on January 24. The loss to building and contents was estimated at \$50,000, fully covered by insurance.

An old warehouse at Creston, Wash., collapsed under the weight of snow on January 16. The cross girders gave way and the walls on either side shot out into the street, the building being as completely wrecked as if it had been destroyed by dynamite. The Columbia Milling Co.

of Wilbur, Wash., had used the place as a storage house during the past season, and it contained eight or ten cars of grain, which were slightly damaged.

The Nye, Schneider, Fowler elevator at Imogene, Minn., was destroyed by fire on the night of February 1. The fire is supposed to have been of incendiary origin. About 10,000 bushels of grain were destroyed, the total loss being estimated between \$7,000 and \$8,000, partially insured.

A cyclone swept over Henderson, Ky., and vicinity on January 16. After injuring several people and damaging the buildings in the town to the extent of \$5,000, it departed, carrying with it a large part of the roof of the Henderson Elevator Co. and a similar memento from the Anchor Roller Mills.

A fire, which is supposed to have originated from a stove in the engine room, destroyed the Nichols & Fairbanks elevator at Denver, Iowa, on January 8. There were 1,500 bushels of grain in the building, owned by Lawrence Riedesel. The elevator was not insured, but the grain was fully covered.

Spontaneous combustion is given as the cause of a fire which destroyed the Mikkelsen elevator at Orleans, Minn., on the evening of January 27. The elevator was insured and will be rebuilt in the summer. Over 7,000 bushels of wheat and a quantity of flax, which were also destroyed, were a total loss, carrying no insurance.

The rear and front walls of the Wood & Crabbe Grain Co.'s warehouse at Birmingham, Ala., collapsed on January 21. The walls demolished in their fall a neighboring one-story house. The building was stocked to the roof with cotton-seed hulls and grain in sacks. Subsequent heavy rains are feared to have caused considerable damage to the stock.

Fifteen cars were piled up in the bed of the Red Fork River at Kendrick, Okla., as a result of a wreck on the Santa Fe last month. Thirteen of the cars were loaded with corn, which completely covered the bed of the river. The cars themselves had to be burned, as they were beyond repair. A small percentage of the corn was saved. The wreck was caused by the collapse of a bridge.

A fire which is believed to have been of incendiary origin destroyed the Fall Grain Elevator at Lena, Ill., on January 30. The blaze started about 6:30 in the evening in an unused corn crib and spread with the utmost rapidity. The elevator and contents were almost entirely destroyed. The loss is estimated at \$4,000, with insurance on plant and grain at \$3,000. The elevator was occupied by B. P. Hill & Co. of Freeport, Ill.

While some bins were being fumigated with burning sulphur in the Meriden Grain & Feed Co.'s plant, Meriden, Conn., last month, a kerosene lamp was overturned, causing an alarm of fire to be raised. The firemen, on answering the summons, found themselves unable to locate the fire on account of the dense, overpowering fumes of sulphur. After working for a couple of hours, the fumes evaporated and it was discovered that there had been no fire at all.

Fourteen cars loaded with corn were smashed to fragments last month when a train on the P. & R. Railway jumped the track outside Alburts, Pa. Between 7,000 and 8,000 bushels of grain were scattered broadcast on either side of the track. The corn on the embankment had to be shoveled down the sides to allow the trains to pass the wreck. Only about 800 bushels were recovered when the rain came and made it unfit for loading. The remainder was sold to different parties for a total of \$355.

Thomas & Day of Kenova, Man., have patented a car door which, they claim, will stop the loss which is sustained in the shipment of grain from the leakage from car doors. The new door is divided into two sections, and the lower half, which swings out to unload the grain, is controlled by a lever. The C. P. R. and the C. N. R. have made arrangements for an exhaustive test of the new door, which has received the favorable endorsement of many grain men.

Lincoln, Neb., has been rapidly forging ahead during the past year as a grain market. In that time three new grain firms were added to those already located in the city and the foundations laid for a new 100,000-bushel elevator to be operated by Thomas Cochrane and the Foster Grain Co. The firms centered in the city operate 231 elevators throughout Nebraska and northern Kansas, and it is estimated they have handled at least 23,000,000 bushels of grain in the past year. At the same time the grain men of Lincoln complain of the unfair rate discrimination which, it is alleged, is made against their city in favor of Omaha and other points. It is hoped that the new interstate commerce law will remedy this evil.

THE CO-OPERATIVES

The Farmers' Co-operative Elevator Association at Hutchinson, Minn., ran behind \$52 in 1905.

The Lester Prairie Grain Co. at Lester Prairie, Minn., earned no profit during its first six months.

The Palmer Farmers' Elevator Co., Palmer, Iowa, had "an approximate loss of \$1,200" in 1905.

V. H. Cazer succeeds the Farmers' Elevator Co. at Ferris, Ill., and the National Hominy Co. that at Fairland, Ill.

The Farmers' Elevator Co. at Wyanet, Ill., made some money in 1905, but applied it all on company indebtedness.

Farmers' Protective Elevator Association of Alexandria, Neb., declared a dividend of \$10 a share on business of 1905.

The Farmers' Elevator Co. of Pine Island, Minn., handled 226,513 bushels of grain and earned a net profit of \$1,447.

The Farmers' Elevator & Mercantile Co. of Northfield, Minn., handled 284,510 bushels of grain in 1905 and earned a net profit of \$89.27.

The Farmers' Elevator Co. of Ludlow, Ill., at its annual meeting on January 12, reported profits on coal and grain of \$2,655 in 1905.

The Farmers' Elevator Co. at Blooming Prairie, Minn., in 1905, handled 111,681 bushels of wheat at an estimated cost of \$1,143.45.

The Bement Grain Co., Bement, Ill., handled 448,931 bushels of grain in 1905. A dividend of 9 per cent was ordered paid, apparently the first in three years.

The Morrison County Farmers' Exchange at Little Falls, Minn., on a business of \$26,095.19 in grain; live stock, \$2,051.63, and merchandise, \$6,839.94, made a profit of \$239.60.

The Farmers' Elevator & Mercantile Co. at Owatonna, Minn., did a big business in 1905, but the elevator ran behind \$1,000 and an assessment of 50 cents a share was ordered.

The Farmers' Store & Grain Co. of Cameron, Wis., has to wind up its business at that place. The affairs of the company are said to be in good shape, but disagreement arose among the directors.

The Farmers' Elevator Co. of Wakita, Ore., is reorganizing and will be run independent of the National Exchange. This move is made so the local company will not be burdened by some other local which pays more than wheat is worth and loses money during the marketing season.—Local paper.

The Farmers' Grain & Supply Co. of Salem, Wash., has decided to increase capital to \$200,000 and to build a terminal elevator on Puget Sound. The company has 1,200 members and owns ten warehouses and three elevators. The latter are located at Wilbur, Davenport and Thornton, Wash., each having a capacity of about 30,000 bushels. The warehouses will hold from 75,000 to 150,000 bushels.

The Farmers' Grain, Fuel and Live Stock Co. of Alden, Kan., was incorporated in October, 1902. The company built an elevator and put in a grinder for grinding corn and other coarse grain and also handled coal. After passing through various vicissitudes it got well on its feet at the beginning of 1904. In 1905 it did a very profitable business and distributed 50 per cent dividends.—Minneapolis Market Record.

NORTH DAKOTA FARMERS' ELEVATOR ASSOCIATION.

The third annual meeting of the North Dakota Farmers' Elevator Association was held at Fargo, in connection with the Tri-State Grain and Stock Growers' Association, on January 18. There was much talk, chiefly of the "impassioned" sort, but very little actual work was accomplished. A resolution was adopted approving the McCumber bill for the national inspection of grain, and O. G. Majors was re-elected as president of the Association, with power to select his own secretary and treasurer. He was made custodian, also, of a fund, said to be several thousand dollars, raised to "fight the elevator combine in Minneapolis and Duluth." An affiliation of this Association with the Minnesota Farmers' Exchange is also under consideration.

"RED HOT" AT FARGO.

During the third day (January 18) of the meeting of the Tri-State Grain and Stock Growers' Association at Fargo, N. D., the afternoon was devoted to a consideration of methods of marketing

grain, resulting in several fiery addresses and lively discussions. Speeches were made by O. G. Major of Hope, President McDonald and Secretary Blair of the Minnesota Exchange, and Attorney Murray of Hope. Denunciatory language was used in reference to all the old line elevators and the boards of trade of Minneapolis and Duluth. Plans were outlined to secure terminal elevators and seats on the grain exchanges. It was claimed that it took 25 per cent of the value of the crops of the farmers of North Dakota to pay the commissions and freights before the grain reached terminal houses. A number of farmers pledged \$100 each to assist in securing better markets.

IOWA CO-OPERATIVES' STATE ASSOCIATION.

The Iowa Farmers' Grain Dealers' Association met in annual convention at Mason City on February 1 and 2, with a good attendance present. After the usual perfunctory addresses, music, etc., the following officers were elected:

President, J. H. Brown, Rockwell; first vice-president, V. B. Hathaway, Pearson; second vice-president, V. J. Hagans, Barnum; secretary, C. G. Messerole, Gowrie; treasurer, Peter Gorman, Dougherty; directors, L. T. Barringer, Ruthven; George C. White, Nevada; Thos. McManus, Dougherty; W. S. Foley, Melvin; William McCandles, Sloan; J. J. Gaffney, Lohrville, and James L. Wiley of Gilman.

The proceedings were largely a matter of speech-making on mutual insurance, reciprocal demurrage in Iowa, on control of railroads, and several phases of the problem how to manage a co-operative grain company.

A committee was appointed to press upon the Iowa legislature a bill for a reciprocal demurrage law which is drawn upon the model of the Minnesota law. The committee consists of C. G. Messerole of Gowrie, Thos. McManus of Dougherty and J. H. Brown of Rockwell.

Among the resolutions adopted were the following:

"Whereas, Our railroad management is rapidly poisoning the springs of our commercial and political life, and through favoritism in the way of unjust rates and illegal rebates it has been and continues to be the 'mother of trusts,' and

"Whereas, Our present laws governing railroads are wholly inadequate to protect the producer, shipper and consumer and assure them a square deal; therefore, be it

"Resolved, That we, the Farmers' Grain Dealers' Association of Iowa, in annual convention assembled, directly representing 100 co-operative grain companies in the state, a membership of over 12,000 grain growers and indirectly representing over 100,000 farmers of Iowa, hereby request our United States Senators Allison and Dolliver and the entire Iowa delegation in Congress to continue to use all honorable means in aiding President Roosevelt in his efforts to secure such legislation as will do away with the present system of outrageous and intolerable railroad rebates and freight discriminations; and be it further

"Resolved, That we hereby request our members of the state legislature to vote and work for the enactment of a reciprocal demurrage law at the present session of the Iowa legislature; and be it further.

"Resolved, That we will neither vote nor work for the election of any man for a public office, regardless of party, who will not publicly pledge that he is squarely behind President Roosevelt in his efforts for railroad regulation; that he is in favor of a reciprocal demurrage law for Iowa and other states, and that he will neither accept a railroad pass for himself or family while he holds office."

Other resolutions call for the establishment of a binder twine factory at the Anamosa penitentiary and for the creation of a purchasing committee, empowered "to purchase any commodity upon the request of any manager whose company is a member of our state organization."

THE WESTERN CO-OPERATIVES.

The Farmers' Co-operative Grain and Live Stock Association met in annual meeting at Lincoln, Neb., on January 18. J. S. Canady presided. The proceedings interested about 150 members of various co-operative associations in Nebraska.

The first topic taken up was "Grading," treated by C. Vincent, a publisher and member of the Omaha Grain Exchange. "The great trouble with the average country elevator man," said Mr. Vincent, "is that he does not pay enough attention to the condition in which his grain is. He tests it and pays the price justified by the test. But when the grain gets to the big market it may have deteriorated and he gets paid for an inferior grade of wheat. The ability to grade grain correctly comes only with long experience. I was in the Omaha Exchange not long ago and saw a sample of wheat marked as being No. 3, but its weight was 61 pounds. 'Why is this grain marked No. 3?' I asked, and a man near me re-

plied, 'Whiskers on it,' and when I examined it I found that a few grains had sprouted." He went on to describe the way grain is inspected.

This was a practical subject and seemed to interest a few of the members enough to discuss it.

There was the man who wanted government inspection, but was overruled by those who urged for the best things they could get at the earliest possible date.

One speaker discussed the manager's habit of buying wet grain. Much of the trouble would be avoided, he thought, if the thrashing machines could be locked up for two months after harvest and there were some way to compel farmers to stack their grain.

Another suggested that, while it is not possible to lock up thrashing machines, it is possible to lock up elevators. He thought elevator men should go fishing about the time the first grain is offered on the markets.

Another argued that the trouble is that too many people do go fishing. He said the real trouble is that the members of the co-operative concerns bring in wet grain and demand that it shall be purchased. "What is a manager going to do when one of the stockholders demands that his grain be bought?" was the question asked. "We can't lock up our elevators. There are too many line elevators in competition. They don't go fishing."

The manager of the elevator at Cambridge said that his competitor had paid several cents more for wet grain than his company could offer; and it was explained by another elevator man that wet grain is profitable to buy if the elevator man has the facilities to care for it; that there is great profit in buying wet grain. He would clean it, run it through the machine several times to dry it out and then it would grade up with the best.

"Our stockholders," said a manager from Geneva, "discuss these matters in our annual meetings. There they agree to sell wet grain to the line elevator man and soak him for all they can, saving their best grain to be handled by their own company."

The manager of the Axtell Co-operative Elevator Company advised that every owner of a farm should put it in his contract with the renter that the grain must be stacked, and that every elevator man should preach this doctrine to his customers, thus educating them up to the value of stacking their grain. Another speaker said that the value of Nebraska's crop was reduced to the farmers over two million dollars last season by the failure to stack grain.

In discussing the "Evils Affecting Co-operative Associations," T. A. Anderson of Kansas City enumerated among others the dishonesty of managers and commission men, incompetent management of local associations, and fluctuating grain rates. He thought the great need is a better understanding of the business, more loyalty to stockholders of local companies by managers, more honesty at the markets and equitable grain rates.

Secretary Brady in his report said the "grain trust is dead," but later on added: "If we are not careful, the grain dealers will continue to do business as a trust, just the same as we have charged them with doing. The attorney-general has done a great work in his fight against the grain trust, but there is yet much work to be done. We will never get the trust clear out of business until we go after the foundation of the evil. The foundation is the railroads. There is where the real trouble is. They can give the rebates and they can discriminate against shippers, and until we can stop the railroads by some legal process, probably the anti-trust law, we will never get the grain trust out of existence. I feel sure that the grain men are still doing business as a trust, though under a different plan from the card system which was exposed."

Mr. Gurdon W. Wattles of the Omaha Grain Exchange gave an evening address on the work of the Omaha Grain Exchange, and what had been done during the past three years to make a grain market in that city.

Jimmy Butler of Kansas was there, of course. His particular hobby is co-operation on the broadest scale. If Butler had his way farmers would organize a socialistic class by themselves and control all utilities by statutes of farmers' making. To get to something practical, however, Mr. Butler threw out a gentle hint: "To get the brightest, shrewdest and most effective men to work for them the farmers must do like the railroads, that is, pay good salaries."

The underlined feature of the meet, however, was "Tom" Worrall, who told how the "grain trust" behaved when he tried to handle the first car of grain from a farmers' elevator. "I went out to the car," said Mr. Worrall, "and graded it. Then I went upon the floor. Not a single member would even bid on the grain. That day the battle began. They came to me and remonstrated. They threatened to rule me out of the

Exchange. They went to Chicago next and saw the terminal men there. Then I went to Chicago and saw the same men. They told me that they were sorry; that they thought it was an outrage, but that from the practical standpoint, as I had only 500,000 bushels to offer, where the other party had 15,000,000 bushels to offer, they would have to comply with their demands.

"I investigated and found the same conditions in Minneapolis, in Kansas City and in St. Louis. Then I saw that there was only one course open to me; and I began my suit, which is now in the Supreme Court.

"Personally these men who had formed the trust are fine men; socially they are capital fellows. It is their methods I must fight to the end.

"One thing I want to tell you farmers. They are business men to the backbone. They get together when they want a thing. They decide what they mean to do, and then they do it. While you fellows are cultivating and harvesting and stacking and sleeping in your beds, these men are active and up and doing. And they hang together. That is why they accomplish things."

Mr. Worrall gave a dramatic account of the dissolution of the "grain trust." He said: "In a little room on the top floor of the Exchange they gathered. There were thirty of them. In a short time they had determined to dissolve and in a few moments more they had done it by a vote of twenty-nine to one. Every paper relating to the organization and every letter or letter-head connected with the business was taken down into the basement and thrown into the furnace. And to-day grain received from farmers' elevators is handled in Omaha just the same as grain from the line elevators. You are winning the fight. Keep it up."

The Association adopted resolutions commending President Roosevelt in his fight for the regulation of freight rates; commending Attorney-General Brown for the manner in which he looked after the interests of the state in the tax suits brought by the Burlington and Union Pacific roads, and for his assistance in prosecuting the grain trust, and asking him to investigate the supposed coal and lumber trusts; indorsing the Clay County resolutions; pledging the Association to work for the adoption of the amendment to the constitution providing for a railroad commission; and favoring the state inspection and weighing of grain.

SEEDS

A new clover seed firm has been organized at Toledo, Ohio, under the name of the Ohio Seed Company. Herman Phillips is president and Latimer Thompson secretary and treasurer.

U. S. Attorney-General Moody has rendered an opinion holding that Secretary Wilson of the Department of Agriculture will be justified in publishing the names of dealers who sell adulterated seed. This will, it is believed, prove an effective check to these frauds.

Toledo, Ohio, has received advices from the East that if the present seed stock is taken care of and the market held there will probably be a call later in the season from the seaboard. It is believed that the troubles in Russia will prevent that country exporting much seed to the United States, and it is thought there is little seed at Hamburg.

The Southern Classification Committee has decided to reduce the rate on Kaffir corn, which has hitherto been classed as grain. It was pointed out that it is largely used as animal feeds. and this view influenced the committee. Milo maize and sorghum have also been reduced in classification from second and third class, respectively, to sixth class.

The St. Paul (N. D.) Farmer says many farmers are of the opinion that clover cannot be grown in North Dakota. This idea the Farmer combats and points to the experience of J. W. Scott of Gilby, N. D. Mr. Scott planted an 80-acre field with clover in 1904. The crop thrived through the winter of 1904-05 in spite of the severe cold and light fall of snow of that season, and an abundant crop was gathered last summer. The fact that clover will grow abundantly on land which has long been under cultivation was proved by Mr. Scott, who planted two fields about half a mile apart with an equal quantity of seed. One field had been broken in 1880 and the other in 1887. The crop in the old field smothered out the timothy and was strong and abundant. In the other field the reverse was the case, the timothy having the upper hand and the clover puny and sickly.

BARLEY AND MALT

The Duluth Brewing and Malting Co. is making extensive improvements in its malting plant. The company does a large commercial business in malt and is among the most extensive buyers of barley in North Dakota.

What is stated to be one of the largest, if not the largest, cargoes of barley that ever left Brooklyn for Europe was dispatched on January 18. Barber & Co.'s steamer Southport sailed on that day for Bristol, England, having on board 25,000 quarters of barley, equivalent to 200,000 bushels.

The Jos. Schlitz Brewing Co. is erecting a plant for the drying of grains in connection with its brewery at Milwaukee, Wis. The building will be constructed entirely of concrete, stone and steel, and will be fireproof throughout. A tunnel will connect it with the brewery, whence the grain will be carried to the driers, all power being generated electrically. The plant will produce approximately 9,000 tons of dried grain per year and will represent an investment of \$100,000. The product will be shipped to Europe, where it will be used in the fattening of stock.

TO IMPRESS ON BARLEY GROWERS.

Only seed which is of pure variety, sound, full berried and of strong germinating power, should be used. Seeding should be done in rows and as early as possible; there should be no excessive economy in seed grain. Barley should be cut when it is perfectly ripe; it should then be housed at once, but well dried; the barley should not lie long in the straw. The greatest care should be exercised in thrashing; the least injury to the berry depreciates the grain. The effort should be to obtain the purest, most uniform and odorless barley by careful aeration, cleaning and grading; attentive cleaning of barley from all admixtures and thin berries increases its value very considerably. Barleys of different colors, or musty, or unevenly dried, should never be mixed, because this also diminishes the selling value. In selling observe strict integrity, and keep the reputation of fair dealing.

BUFFALO AS A MALTING CENTER.

Formerly the idea prevailed that the best location for a malt house was out in the country where the barley is raised; but crop failures and unfavorable rail rates, together with local labor conditions, have worked against the success of such locations.

Sentiment has changed during the past five years as to the best location for a malt house and has crystallized into the general verdict that the most favorable point for an up-to-date malt house is not where the raw material—barley—is raised, but where it is largely marketed.

Buffalo is the largest barley receiving point in this country. Its malting capacity has more than trebled within the past three years. The John Kam Malting Company and the Charles G. Curtiss Malting Company have recently finished two large pneumatic malt houses having a capacity of 2,750,000 bushels annually. At the present time the American Malting Company and the Niagara Malting Company are erecting, with every prospect for completing operations for next season's crop, two pneumatic malt houses with a capacity of 3,850,000 bushels annually. Land has recently been acquired at Buffalo by S. K. Nester of Geneva, N. Y., for the purpose of erecting a large malt house. Aside from these, Mr. Christian Zwickel has recently come to Buffalo from Chicago to engage in the malting business there, having formerly operated malt houses at Chicago and Cincinnati. These firms above mentioned have all been identified with the malting business for a great many years and have seen the business grow from exclusively Canadian malting to its present immense proportions, Canadian barley having been entirely eliminated and New York state barley almost entirely, the bulk coming now from Western and Northwestern states.

The question naturally arises, Why do these maltsters come from both the East and the West to locate new malt houses at Buffalo? The manufacture of malt, like almost every other manufacture, is subjected to fierce competition, and in hard times only the best located plants can survive, and a malt house located at Buffalo has many advantages which are not to be found elsewhere.

Buffalo is at the foot of deep water navigation on the Great Lakes, the 20-foot channel extending from the head of Lake Superior down through the Great Lakes, terminating at Buffalo, at the foot of Lake Erie, and the largest size steamers bring-

ing grain to Buffalo have to break bulk there, at which point the Erie Canal—now being enlarged to a 1,000-ton barge canal—begins. Seven trunk lines of railroad also put Buffalo in touch with Boston, New York, Philadelphia and many other of the large Eastern cities at the lowest possible rail rates. In addition to lake navigation there are ten trunk lines of railroad centering at Buffalo from the West and Northwest, making it, therefore, the hub or center of an immense proportion of the inhabitants of the United States, all within a night's ride; in fact, no less than sixty-five millions of people. These great arteries of commerce bring to Buffalo barley from every state in the Union.

Supplies of barley are, therefore, always available there. It matters not whether there is a crop failure in one state, it is made up in another; and therefore it is true that a malt house located in Buffalo can get its supplies under any and all circumstances at the lowest prices, which the malt houses located in the country could not always do.

During the past five years there has been developed at Niagara Falls electrical power sufficient to drive every manufacturing plant in the northern section of New York, if not in the whole state, and this together with the large quantities of coal which are coming through Buffalo from the coal mines of Pennsylvania, Ohio and Virginia, make fuel available here always at the minimum price.

Buffalo is growing rapidly and the labor problem is one which has given very little trouble, as there are always sufficient laborers here seeking employment, so this item is favorably provided for. It would therefore seem that these firms which are now building large, new malt houses at Buffalo were exercising the best of good judgment and that the up-to-date malt houses in Buffalo should be able to acquire the raw material and convert it into malt and ship it to the consumer under the best possible conditions.

ARTIFICIAL DRYING AND GERMINATION.

The term "germinative energy" is applied to express the number of corns germinating within a given short time, while "germinative power" expresses the number capable of germinating at all. Both these properties are imperfect in fresh, unstored barley, and improve with storage; or the latter may be replaced by an artificial sweating process which matures the corns and renders them capable of germinating more quickly. Thus, by this treatment, the germinative energy of a sample of malting barley may be increased by 19 to 34 per cent, and even more, though the absolute germinative power remains less changed, being apparently a predetermined quantity and less dependent on moisture content and storage. There is, however, a certain parallel increase in the germinative power, though it always lags behind the germinative energy. The results of artificial drying are affected by the physical condition of the corns, those rich in albuminoids and lean retaining moisture with greater tenacity than full corns low in nitrogenous constituents. Hence the former require longer storage under favorable conditions to produce the same beneficial effect, so that artificial drying is specially advantageous when barley of this kind is in question, the slow preliminary drying, or sweating, causing the texture of the corns to become looser and better able to absorb air and steeping water, the corn being made more friable and therefore improved.—Gambrinus.

W. F. Dever & Co., bucket-shoppers at Buffalo, with numerous branches, have failed, although considered very strong financially. Like all such concerns, however, a persistent run of the market in one direction "did them up," with liabilities of \$100,000 to \$150,000.

The Goodrich Bros. Hay & Grain Co. of Winchester, Ind., opened their new elevator and hay sheds on February 14, and to celebrate the event invited the Eastern Indiana Grain Dealers' Association to hold a local meeting there at the company's expense for entertainment. Dinner was served at the Randolph Hotel.

The elevator at Halifax, N. S., erected several years ago by government aid, did no business until this winter, when some of the surplus from Montreal and Portland found lodgment there—at the end of December as much as 275,000 bushels of wheat for export. It is expected that 500,000 bushels of the 1905 crop will go through the house.

What is believed to have been the largest field of corn in the United States if not in the world was on the Adams farm in Sac County, near Odebolt, Iowa. The crop picked by 105 men, working with 200 horses and 30 corn cutters, is estimated at 300,000 bushels. The owner of the farm spends the most of his time in Chicago, operating his large farm by expert foremen.

HAY AND STRAW

Will Minkler is pressing hay at Point au Roche, N. Y.

Richard Milne has started a hay business at Joplin, Mo.

The Alfalfa Meal Co. of Omaha, Neb., is considering the building of a factory at Sterling, Colo.

The Findlay (Ohio) Republican says that Findlay is rapidly becoming one of the best local hay markets in that state.

Experiments carried out at the Arizona experiment station prove that under Southwestern conditions alfalfa averages the most abundant and cheapest feed possible for steers.

P. H. Meyer & Sons have incorporated at St. Louis, Mo., to carry on the hay and grain business. Capital, \$3,000. The incorporators are: Peter H. Meyer, Edward Meyer and George F. Meyer.

The Canton Hay & Grain Co. has been incorporated at Columbus, Ohio. The incorporators are: C. S. Lothamer, J. R. Bodine, R. A. Van Hortran, Murray Beard and C. E. Yohe. Capital, \$15,000.

President Voris, of the National Hay Association, has appointed R. C. Menefee of Kansas City, Mo., to fill the vacancy on the transportation committee caused by the resignation of W. G. Bishop of Baltimore, Md.

The Waldo Hay and Elevator Co. has been incorporated at Waldo, Ohio, with a capital of \$6,000. The incorporators are: H. W. Wolfley, J. W. Humphrey, A. F. Donnemuth, C. E. Morris Jr. and Morris Humphrey.

The Otto Weiss Alfalfa Stock Food Co. has been formed at Wichita, Kan., with a capital stock of \$50,000, about half of which will be invested in buildings and machinery. A site has already been secured for the factory, the erection of which will be shortly commenced.

Samuel Van Horn and A. M. Smiley of Lawrenceburg have leased the hay and grain business of H. H. Dils in Lawrenceburg, Ind., for a period of six months, during which time Mr. Dils will be in Mississippi attending to his saw mill and timber business.

According to a bulletin issued by the Department of Agriculture hay is the most valuable product of the state of Connecticut. In 1905 its value was \$7,926,947, with an acreage of 484,751. The yield per acre was 1.12 tons, the total number raised was 542,921 tons, and the average price \$14.60 per ton.

The lack of snow, by preventing sleighing, has caused considerable inconvenience to the farmers in eastern Ontario, who have been unable to deliver their hay. Fear is expressed in some quarters that a sudden drop in the temperature, unaccompanied by snow, may inflict serious damage on the hay crop.

The ranchers of Northern Montana have shipped in large quantities of corn on the ear, purchased in Iowa at about 55 cents per bushel, and are feeding it to their sheep and calves. Though the rate on the corn is high, they estimate that it is about 20 per cent cheaper than Montana hay, which is very scarce and high in price.

The hay, grain and feed commission firm of W. G. Bishop & Co. of Baltimore, Md., has been dissolved by mutual consent. W. G. Bishop, the senior partner, has retired, but the concern will be continued by John M. Frisch and W. F. MacNeal under the name of J. M. Frisch & Co. Mr. Frisch has been a partner in the old firm since 1879 and Mr. MacNeal has been connected with it for eighteen years.

Alfalfa has proved to be the most valuable crop grown in Colorado. Last year it yielded over \$10,000,000, while no other crop reached more than \$7,000,000. The plant was first introduced into the state in 1863 by Major Downing and its cultivation rapidly spread until it has reached its present prominence. A prominent banker calculates he will receive \$200,000 through alfalfa feeding this winter.

The farmers of Schenectady, N. Y., will appeal to the State Grange for co-operation in recommending a bill to the Legislature to compel all hay speculators and buyers to furnish a bond as security for the hay they purchase. This action has been prompted by the victimizing which several farmers have suffered at the hands of bogus agents. These swindlers' method was to order several tons of hay to be delivered on a commission basis. The man receiving the hay would pay the agent, who appropriated the money to

his own use. It is estimated that in the county of Schenectady alone upward of \$60,000 has been lost through this means.

The Jacqui Co. has been incorporated at Morris-town, N. J., to engage in a retail business in hay, straw, grain, etc. E. A. Allen is president, Philip Jacqui is vice-president, and E. A. Carpenter secretary and treasurer.

A series of dairy cow feeding experiments are planned by Prof. W. J. Kennedy of the husbandry department of the state of Iowa, to ascertain the feeding value of ground alfalfa in comparison with wheat bran and other feeds of like nature. The experiments will extend over a period of twenty months and will be exhaustive in their nature, the weights, appearance and chemical value of the milk of the cows under observation being carefully noted.

The hay dealers in Wichita, Kan., have petitioned the state board of railroad commissioners for a restoration of the inspection-in-transit privilege, which was revoked a short time ago. At the present time when the seals on a car are broken the railroad companies refuse to allow the car to go on to the final destination for the through rate, but charge the sum of the locals between the point of origin and Wichita, and Wichita to the point of destination.

The Baker City (Ore.) Democrat says the latest Portland quotations give the selling price of Eastern Oregon timothy at \$13.50@14.50 per ton, as against \$8 to \$10 for grown hay from the Willamette Valley district. It is suggested that the cause of this difference lies in the fact that the farmers of Willamette Valley have largely abandoned timothy growing for more profitable crops and that the supply from that district is consequently very limited.

The Virginia Hay Shippers' Association met at Staunton, Va., on January 25. W. G. Ellison of Waynesboro, Va., was elected president and C. F. Cohron secretary. The main matter under discussion was the adjustment of demurrage charges. The body resolved to take advantage of the protection of the demurrage rules as prescribed by the Virginia Corporation Commission, which allows them the privilege of claiming from the railroad company \$1 a day for failing to supply cars when ordered for loading, in order to offset the charges imposed upon the shippers by the Virginia Car Service Association.

The increasingly large number of farmers employed in cattle raising in North Dakota has made the question of the hay supply an important one in that state. Formerly the farmers were able to cut what little hay they required from adjoining vacant land. Within the past few years, however, this open land has almost entirely disappeared and stock-raisers have had to set aside a portion of their own lands for tame grasses. Millet, timothy and other species have been cultivated successfully and within the past few years bromus inermus, or Austrian brome grass, has been sown extensively in some sections.

HAY SITUATION IN NEW YORK.

The hay situation in New York at this writing is in a rather unfavorable condition, as a result of large receipts, which have been coming in at every available point since the embargoes have been placed on hay by the leading roads. There seems to be an abundant supply of all grades excepting top grade No. 1, and the prices have been in buyers' favor at almost all of the terminals, and especially at terminals where hay is not handled to any extent. At Melrose Junction it is beginning to get somewhat cleaned up, yet trade remains quiet, with still quite liberal offerings, which causes prices to remain easy and low on all grades except No. 1, which is the only grade in demand at full prices. The embargo at this point was also lifted on the 5th inst.—Geo. N. Reinhardt & Co., 697 E. 162d St., New York, February 6.

HAY AT PITTSBURG.

Receipts of hay are about normal. With invoices rather light, looks rather like an equal supply and demand. There are a few cars of No. 1 timothy coming, which are very easily disposed of. The clover mixed coming in is heavy mixed, as a rule grading No. 2. There is a demand for clover mixed of the lighter variety, the kind New Yorkers call clover mixed "fancy." Clover is still a drug on the market. There is no good green clover offering. A few cars of strictly No. 1 clover would sell at the present time, and at fair advantage. Prairie hay is still dull at quotations; factories are full up and are not buying.

Conditions are such as to warrant caution. Ship good hay and the results will be satisfactory, notwithstanding that the poorer grades are hard to move at lay-down cost to the shipper. It is unlikely that any scarcity of hay will prevail here

for some time to come. The shipper who buys to sell on present conditions and ships as he buys will do better than by speculation on unlikely advances.—*Grain and Hay Reporter*.

HAY AT CHICAGO.

T. D. Randall & Co., Chicago, report as follows: Receipts of hay and straw to-day, 61 cars. Our usual good demand that we always have around the first of the month has not materialized. Only the better grades of timothy are moving with any degree of satisfaction, the medium and lower grades in liberal supply and moving very slowly, and in order to effect sales concessions must be made. Choice timothy quotable at \$11.50 to \$12.50, No. 1 \$10.00 to \$11.00, No. 2 \$8.50 to \$9.50, lower grades \$7.00 to \$8.00. Choice rye straw, \$7.00, medium grades \$6.00 to \$6.50, oat and wheat straw \$5.00 to \$5.50. Kansas and Indian Territory prairie hay continue very dull, choice selling at \$10.50 to \$11.00, No. 1 \$9.00 to \$10.00, lower grades \$7.00 to \$8.50. Choice Iowa, Minnesota and Nebraska prairie hay \$9.00 to \$9.50, No. 1 \$8.00 to \$8.50, lower grades \$6.50 to \$7.50. Illinois, Indiana and Wisconsin feeding prairie hay \$6.50 to \$7.00, packing hay \$5.00 to \$5.50. We advise liberal shipments of the better grades of timothy, but can give you no encouragement on the medium and lower grades.

Freeman Bros. & Co., Chicago, in their market letter of February 10 say: The good grades of timothy have sold at practically the same price all this week, with demand for them very fair. Low grades and common grades of mixed hay have comprised bulk of offerings, and these have worked off more slowly and at prices not entirely satisfactory. The trade prefers the better hay and will not store away any quantity of poor goods, preferring to wait and see if better grades are not obtainable later. They figure they can always buy poor hay, whereas good hay is something which is to be picked up when it is offered. As fully 75 per cent of the timothy receipts are lower than No. 2 in grade, you can readily see that it places an enormous amount of common hay on the market to be sold and it is not surprising that the demand cannot quickly absorb it. For prairie there is very little request, and for the past month we have advised constantly of this fact. But little prairie is wanted and only the best of it is desired when prairie is wanted at all. Straw prices show no change, with demand light. Do not hold your hay back because present prices fail to please you, for the outlook is that the future will see values even less desirable. The hay crop was an enormous one—much larger than a year ago—and the mild winter has permitted greater accumulations owing to the saving of hay. Scarcity of cars has held back shipments and there is a large quantity of hay to be disposed of in the next four months. We advise you—in your interests—of this fact.

Rice growing is one of the coming industries of Arkansas. Two carloads of rice have been shipped from Lonoke, Ark., during the present season and it is believed that these are but the forerunners of thousands of others.

The Brooklyn Eagle says the reports which have been persistently circulated regarding the merging of the American Linseed Co. with the National Lead Co. are without foundation. The business of the Linseed Co. is said to be of a satisfactory nature. The company controls about half the total linseed oil business of the country and, it is said, has successfully met the competition of the independent concerns which started last fall to cut prices.

The Missouri Corn Growers' Association, in co-operation with the State Board of Agriculture and Missouri Agricultural College, has inaugurated a boys' corn-growing contest meeting at Columbia, Mo. There will be two classes, one for boys and one for young men. The amount of corn to be grown by each competitor will be not less than one-fourth acre and not more than one acre for the boys or five for the young men. The best ten ears produced by each candidate will be exhibited either at some local show or at the state corn show at Columbia. Very liberal prizes are offered as incentives.

According to a statement issued by the Department of Agriculture, North Dakota was well in the lead in the raising of flaxseed in the United States for the year of 1905. The state raised three times as much in production and value as her nearest competitor, South Dakota, and produced \$1,000,000 in value and 2,000,000 bushels in quantity more than one-half the total for the country. The figures were as follows: Acreage, 1,357,171; price per bushel, 84 cents; total farm value, \$13,224,275. United States—Production, 28,477,753; price per bushel, 84.4 cents; total farm value, \$24,049,072.

TRANSPORTATION

It is again announced that the Canadian Pacific will build from Winnipeg to Hudson Bay.

The Minneapolis & St. Louis is about to construct a 150-mile extension into South Dakota, which will be completed in time to move the next wheat crop of the section tributary to it.

The St. Paul, Minneapolis & Sault Ste. Marie Railroad (the Soo) will this year build from Duluth, Minn., west 200 miles, to connect with its main line to the wheat fields of the Dakotas and Western Canada.

Shippers at ports at the head of Lake Superior are in the market for vessels to load grain on the first trip next spring. Charters have been made for the first trip at 2 cents on barley from Duluth to Buffalo, but 2½ cents is asked for wheat at the opening, with no charters reported.

The Great Northern Railway is surveying a feeder line which will be built from Grand Forks to Drayton, N. D., along the eastern side of the river. It is believed that the company's system of feeders when completed will head off several million bushels of wheat which under present conditions go to the Soo.

The Northern Navigation Co. is adding to its facilities for dealing with the crop of next year. Last season a million and a half bushels were carried by the company's boats. To cope with the 1906 crop the company has leased the elevator at Point Edward, Ont. This building has a capacity of 500,000 bushels.

The Guthrie, Fairview & Western Railroad, which is planned to run through Oklahoma from Kingfisher to Woodward, Beaver City, Guymon, Mineral, and thence northwest to Colorado, will build a string of elevators to follow the new line. W. F. Bort, one of the promoters of the road, has been looking over the ground at Guymon, where it is planned to build Elevator No. 1.

A petition, signed by 260 residents of eastern Washington, was filed last month with the Railway Commission, asking for an order reducing the grain freight rates 30 per cent of the present tariffs. The Commission, after consideration of the complaint, gave out an open letter in which they pointed out that the subject calls for consideration of the broad question of the reasonableness of railroad rates, and that it was impossible to give the matter an immediate hearing.

Official announcement has been made that the matter of interchange of grain and grain products, milling in transportation and reshipping of grain between the Illinois Central and Southern Railway through Nashville has been positively arranged, and hereafter there will be no inconveniences or misunderstandings about that much-talked-of rate. In the future the through rates from the Northwest, Mississippi and Ohio River points to the Southeast, now applying over the other roads, will apply on those routes.

An effort to introduce the "uniform transit rule system" of handling grain, now in vogue in Chicago, Cleveland, Toledo, etc., has been made by President Lee Early and Messrs. Dale and Rickert of the Cincinnati Chamber of Commerce, who have interviewed traffic officials of the various systems in behalf of the desired change. Several of the lines have signified their willingness to adopt the system in Cincinnati, provided all lines will unite in the establishment of a general bureau. Indications are that this will be done.

War is on in Philadelphia, Pa., between the grain shippers and the Pennsylvania and Reading railroads. Several hundred carloads of grain are sidetracked in the yards of the two roads, and the elevators and shipping facilities are so limited as not to be able to handle the grain. The railroad companies are assessing a demurrage charge of \$1 per day on each car delayed more than forty-eight hours. The shippers declare if this is persisted in they will fight for the passage of a reciprocal demurrage act through the next Legislature.

It is believed that the grain rate out of Lincoln, Neb., to the Gulf, which has been the cause of much bitter complaint on the part of the small shippers and producers, will shortly be remedied. Up to this grain for the Gulf from Lincoln has had to be shipped to Omaha and then back through Lincoln over the Rock Island to the Southern ports. This has entailed an extra expense of 8 cents per bushel on the Lincoln shippers. Consequently grain from other points has not stopped in that city but has gone direct to Omaha and Council Bluffs. As an indication of an approaching change in this condition, it is pointed out that George H. Crosby of the Rock

Island advised a member of the Cochrane firm who are building an elevator at Lincoln, to go on with the building and not change their location to Council Bluffs, as they were considering.

Only two of the western lines bringing grain to Chicago now demand charges for switching for delivery of such grain to connecting lines. These are the C. B. & Q. R. R. Co. and the I. C. R. R. Co. The latter line makes a charge, also, for switching grain that may be through billed, in case same is handled under the transit rules in elevators other than those located on their own rails.

It is announced that the Oregon Railroad & Navigation Co. has granted a joint rate from Puget Sound to all points along its line, on the basis of rates made to points in Northern Pacific territory the same distance from tidewater. This action puts an end to the discrimination which the road has shown in the past in favor of Portland over the Puget Sound cities. It is said that the company has been forced to adopt this policy in order to hold its trade against the competition of the new roads which are being built to terminate on Puget Sound.

The Wabash Railway has struck a decisive blow in the great battle that has been carried on by the Gulf ports against the Atlantic seaboard, by establishing an export rate on corn of 23 cents per hundred from Omaha to New York. This has relieved a badly strained situation as far as the Atlantic shippers and especially those of New York were concerned. That the Wabash will be able to sustain its position, regardless of what its competitors may think, would seem to be certain in regard to the fact of their possessing a through line from Omaha to Buffalo.

OBITUARY

S. W. Thaxter, treasurer of the A. H. Thaxter Co., grain merchants of Bangor, Me., died last month.

Edward Rawson Nichols, of Nichols & Gray, grain dealers in New York, died on February 2 after a short illness.

Charles E. Rounds, for nearly twenty-two years connected with the St. Anthony & Dakota Elevator Co., died at his home in Minneapolis, Minn., on February 6 of heart trouble.

William S. Amsden, superintendent of the Minneapolis & Northern Elevator Co., succumbed on January 15 to injuries received in the fire at the West Hotel, Minneapolis, Minn.

G. A. Hammond dropped dead in his grain and feed store at Denver, Colo., on January 27. The cause of his death was angina pectoris. Hammond was 66 years old and a veteran of the Civil War.

A. C. Biggs, a prominent grain dealer of Waverly, Ky., died suddenly at his home on February 5. His death is supposed to have been caused by ptomaine poisoning, resulting from eating a box of sardines.

Wm. H. Farthman, for over half a century one of the leading grain dealers of Cleveland, Ohio, died in that city on January 6, from heart disease. About five years ago he sold his business to the City Elevator Co. and retired from active life.

Thomas W. Hallam, a grain broker, was found dead at his home in Chicago, Ill., on January 30. Death was due to heart disease. Mr. Hallam was seventy-six years old and was one of the pioneers in the grain and provision business in Chicago.

Daniel J. Getchell, for many years connected with the grain business at Minneapolis, died on February 1 from a stroke of paralysis. Mr. Getchell was 41 years old and for some time had represented the firm of Moorfield & Griffith on the floor of the Chamber of Commerce.

W. J. Randolph died last month at his home in Jennings, La. Mr. Randolph was one of the firm of C. S. Burr & Co., extensive grain dealers in Jennings in the early eighties, and built the Van Buskirk mills and elevators in Shenandoah and Randolph elevator at that town.

George Hill, for many years engaged in the grain business at Grand Ridge, Ill., died at Streator, Ill., on January 8. Mr. Hill was 59 years old. For the past three years he has been suffering from a complication of Bright's disease and heart trouble, to which he has succumbed.

John F. True of Portland, Me., who for over 30 years has been engaged in the grain business, dropped dead on January 5 while in conversation with a friend. Mr. True was born in Bangor in 1840 and entered commercial life as a clerk with Sylvester Marr, wholesale flour merchant, afterward becoming a partner. In 1878 he formed a

partnership with S. A. True, to do business in all kinds of grain. A few years ago Mr. True started business for himself, in which, with a son, Sydney, he was engaged up to the time of his death.

Charles C. Cameron, a prominent grain broker of South Orange, N. J., committed suicide on February 11 by shooting himself through the forehead. Mr. Cameron had been the New York representative of McReynolds & Co. of Chicago, and the failure of the latter firm had very much depressed him.

William Grassmuck, a Civil War veteran and for forty years a member of the Merchants' Exchange at St. Louis, Mo., died on January 5 of cancer. Mr. Grassmuck was born in Brooksville, Ind., in 1841, and went to St. Louis in 1849. At the outbreak of the Civil War Mr. Grassmuck was starting in life as a grain merchant. He joined Colonel Stiebel's regiment of Missouri infantry and remained with the corps until the conclusion of peace. Returning to St. Louis he again entered the grain business, and in a couple of years gained a seat in the Merchants' Exchange, of which he remained an active member up to the time of his death.

Andrew E. Elmore, the last survivor of the Wisconsin territorial legislature, and one of the pioneer grain men of that state, died on January 14 at Green Bay, Wis. Mr. Elmore had almost reached his ninety-second year, having been born at New Platz Landing, N. Y., on May 8, 1814. In 1839 he settled in Mukwonago, Wis., for which place he served as postmaster for thirteen years. In 1842-1843 he was elected a member of the territorial House of Representatives, and in 1860 was a member of the State Assembly. Mr. Elmore was prominently identified with all movements for reforms in state institutions of Wisconsin. He was known as the "Sage of Mukwonago" and was regarded as an authority on all constitutional questions in his state.

Adolph Brandeis, a veteran grain dealer of Kentucky, died at his home in Louisville, Ky., on January 22. Mr. Brandeis was born at Prague, Austria, in May, 1822. His father was a prominent cotton manufacturer of that city. He received his early education in Prague, afterward studying chemistry in England and Germany, with a view to entering his father's factory. In 1848 he came to America, and at first engaged in the wholesale grocery business at Madison, Ind. Four years later Mr. Brandeis moved to Louisville and entered the grain business, forming in 1856 a partnership with W. W. Crawford, under the firm name of Brandeis & Crawford. This firm was the pioneer of modern grain dealing in the middle West and held the lead in that business up to 1872, when it was dissolved. Brandeis & Crawford made the first shipment of bulk grain in cars ever made to the Atlantic seaboard from the Mississippi Valley. In 1872 Mr. Brandeis took his family on a three years' visit to Europe, and on his return entered the cotton business. In 1878 he returned to the grain business, forming with his son, Adolph Brandeis, the firm of A. Brandeis & Son, of which he remained the senior partner up to the time of his death. For the past two years, however, the veteran merchant was compelled to give up active participation in the firm on account of failing health.

South Dakota is rapidly forging ahead as a corn producing state. The report of the Agricultural Department for 1905 shows that this state is the thirteenth in the Union in respect to the number of bushels raised and fourth in the number of bushels per capita. The total crop was 51,614,739 bushels with an average per acre of 31.8 bushels.

The port of Newport News, Va., has been smashing its grain shipping records. January closed with a grain shipment total of 4,297,123 bushels, beating the best previous monthly record, that of September, 1898, when 3,944,205 bushels of grain were dispatched to foreign ports. February opened with a record-breaking daily shipment. On February 2 the Vogemann Line sent three steamers to European ports with 700,000 bushels of grain in their holds.

The South Dakota State Board of Railroad Commissioners at a sitting held last month declared their intention of strictly enforcing the law which fixes the bushel of oats at thirty-two pounds and barley at forty-eight. The matter arose out of the complaint of H. J. Fannestock of Watertown, S. D., who charged the buyers with taking weight in excess of what the law permits. Inspector Ricker was ordered to investigate and reported in support of the complaint. The Railroad Commission of Minnesota was communicated with and replied that the laws in Minnesota were practically the same as those in South Dakota in this connection and that the Minnesota Board had issued a circular letter to the farmers advising them to refuse to sell at any other weight than those fixed by law.

LATE PATENTS

Issued on January 16, 1906.

Bean Cleaning and Polishing Machine.—Ernest E. Wemp, Oxford, Mich. Filed September 30, 1904. No. 810,009. See cut.

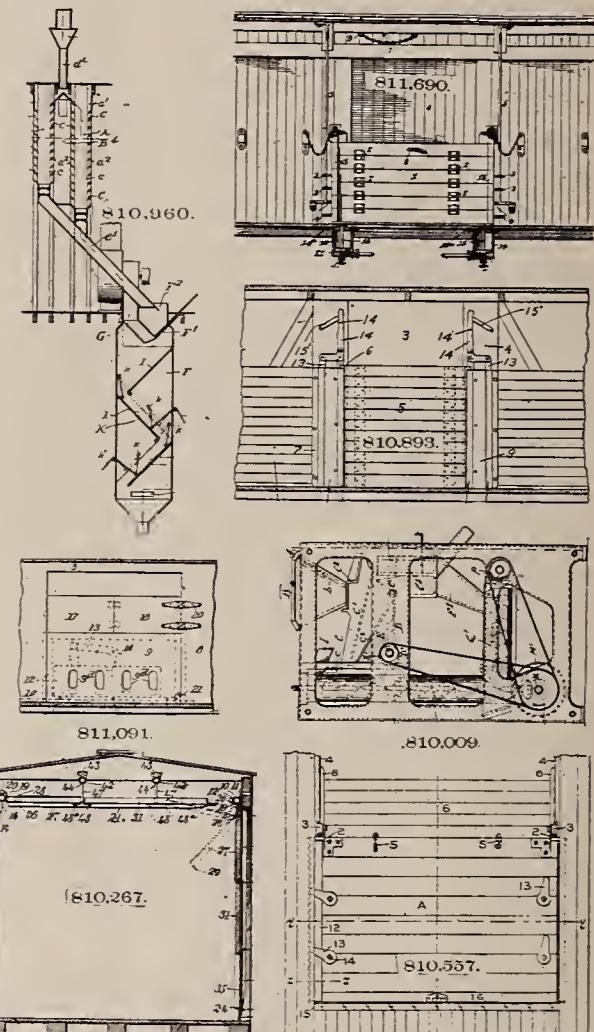
Portable Grain Elevator and Conveyor.—Gustave Wenzelmann and Edward H. Overholt, Streator, Ill., assignors to the Wenzelmann Manufacturing Co. Filed June 24, 1903. No. 810,010.

Conveyor.—George C. Horst, Columbus, Ohio, assignor to Joseph A. Jeffrey, Columbus, Ohio. Filed November 17, 1902. No. 810,149.

Grain Door.—Joseph E. Drake, Blue Rapids, Kan. Filed February 27, 1905. No. 810,267. See cut.

Issued on January 23, 1906.

Belt Conveyor.—Thomas Robins Jr., New York, N. Y., assignor to Robins Conveying Belt Co., New York, N. Y. Filed October 10, 1903. No. 810,510.



Sliding Hinged Grain Door.—Kistel Osel, St. Paul, Minn. Filed September 23, 1905. No. 810,557. See cut.

Conveyor.—Clarence K. Baldwin and Thomas Robins Jr., New York, N. Y., assignors to the Robins Conveying Belt Co., New York, N. Y. Filed March 18, 1903. No. 810,605.

Grain Door.—Robert R. Tichenor, Feeley, Minn., assignor of one-half to Jasper M. Pogue, Feeley, Minn. Filed March 31, 1905. No. 810,893. See cut.

Issued on January 30, 1906.

Process for Cleaning Grain.—Harvey C. Miller, Philadelphia, Pa. Filed June 18, 1904. No. 810,960. See cut.

Grain Car Door.—Cordilleras L. Robbins, Pekin, Ill. Filed April 2, 1904. No. 811,091. See cut.

Conveyor.—Bertram H. Bucher, Columbus, Ohio, assignor to Joseph A. Jeffrey, Columbus, Ohio. Filed March 16, 1904. No. 811,125.

Conveyor.—Archibald W. F. Steckel, Columbus, Ohio, assignor to Joseph A. Jeffrey, Columbus, Ohio. Filed January 6, 1903. No. 811,180.

Conveyor.—Alfred J. Webster, Columbus, Ohio, assignor to Joseph A. Jeffrey, Columbus, Ohio. Filed December 2, 1897. No. 811,190.

Issued on February 6, 1906.

Pneumatic Lifting Means for Grain Doors.—Tilghman E. Branson, Belleplaine, Kan., assignor of one-third to Harry Hatfield and one-third to W. S. Foster, Belleplaine, Kan. Filed March 23, 1905. No. 811,690. See cut.

Send us the grain news from your neighborhood.

GRAIN DEALERS' NATIONAL MUTUAL FIRE INSURANCE COMPANY.

The following is the fourth annual financial statement of the Grain Dealers' National Mutual Fire Insurance Company of Indianapolis, as submitted to the directors by Secretary C. A. McCotter. It is dated January 1, 1906:

ASSETS.	
Cash in bank.	\$ 17,659.66
Real estate loans, first mortgage.	39,300.00
Warren County, Ind., bridge bonds.	11,000.00
Premium on bonds.	634.20
Accrued interest.	543.39
Outstanding premiums.	425.82
Outstanding assessments.	433.41
Cash assets.	\$ 69,996.48
Premium notes (net value).	511,876.95
Total assets.	\$581,873.43

LIABILITIES.	
Losses reported.	\$ 17.10
Losses adjusted.	none
Losses resisted.	none

Surplus to policyholders.	\$581,856.33
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LIST OF 1905 LOSSES.

January 27, United Grain Co., Batson, O.	\$ 159.09
March 23, Sparks Milling Co., Alton, Ill.	1,411.73
March 24, Aaron Kipp Grain & Ice Co., Ellsworth, Kan.	1,001.77
May 1, Jenkins & Stewart, Sedalia, Ind.	244.21
May 20, W. C. Calhoun, Franklin, Ill.	28.86
May 17, W. H. Schrolucke, Indianapolis, Ind.	1,832.96
May 17, Star Elevator Co., Indianapolis, Ind.	1,800.00
May 23, Evans Elevator Co., Radford, Ill.	4,533.89
June 30, B. B. Minor, Ogden, Ill.	676.18
July 2, Wyeth & Hardin, Fair Grange, Ill.	90.00
July 8, Kirkpatrick Lackland & Co., Ballard, Ill.	5.00
July 21, Hubbs, Lewis & Biggs, Orleans, Ill.	4,206.20
July 26, Missouri Grain Co., Moberly, Mo.	3,771.53
July 26, Thos. W. Brown, Circleville, O.	1,000.00
August 18, Travis-Emmich Co., Napoleon, O.	2,000.00
August 19, D. Rothschild Grain Co., McCausland, Ia.	1,000.00
August 19, Wm. Truitt, Findley, Ill.	1,000.00
August 24, Stevens-Scott Grain Co., Concordia, Kan.	1,000.00
September 28, J. P. Liesing, Goodnow, Ill.	34.33
October 11, Nelson & Tipler, Geuda Springs, Kan.	4,500.00
November 8, A. R. Scott & Co., Bethany, Ill.	5,000.00
Losses in process of adjustment.	17.10

Total losses.	\$35,312.85
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There are now insured 801 individuals and firms on 1,353 risks, which was an increase of 27 per cent for the year. In addition, the old policyholders increased their insurance with the company, so that the average line is larger. As compared with previous year, the expense ratio was reduced 8 per cent and loss ratio 9 per cent. The cash assets to the amount at risk is greater, without conflagration, than with some of our strongest competitors with conflagration liability. There are very few mutual companies which, for the same length of time, have equaled the record of your company.

MILL OWNERS' MUTUAL FIRE INSURANCE COMPANY OF IOWA.

The thirty-first annual statement of the Mill Owners' Mutual Fire Insurance Company of Iowa, issued by Secretary J. G. Sharp, under date January 1, 1906, is as follows:

Insurance in force.....\$6,016,450.00

Deposit notes (one year's premium only). 237,923.94

RECEIPTS.

Assessments.	\$112,318.52
Guaranty deposits.	19,991.85
Interest, etc.	9,803.59
	\$142,113.96
Mortgage loans repaid.	26,925.00
Cash in hands treasurer Jan. 1, 1905.	37,199.92

DISBURSEMENTS.

Losses.	\$ 97,034.55
Expenses.	22,674.69
Guaranty department returned.	13,793.33
	\$133,502.57
Mortgage loans made.	43,200.00
Cash in hands treasurer Dec. 31, 1905.	29,536.31

Losses adjusted and paid since Jan. 1, 1905.	\$ 97,034.55
Losses adjusted (not due).	None
Losses resisted.	None

ASSETS.

Deposit notes subject to assessments.	\$237,923.94
Real estate loans, first mortgage.	\$162,647.10
Interest accrued on loans (not due).	4,131.40
Cash in hands treasurer Dec. 31, 1905.	29,536.31
	196,314.81
	\$434,238.75

LIABILITIES.		
Losses adjusted (not due).	None	
Losses resisted.	None	None
Surplus over all liabilities.	\$434,238.75	

The following statement shows the total receipts and disbursements since the organization of the company, April, 1875:

RECEIPTS.

From all sources.	\$1,704,600.15
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DISBURSEMENTS.

Losses.	\$1,153,538.10
Expenses.	274,045.19
Guaranty department ret'd.	84,758.45
Entrance fees returned.	75.00
Real estate loans.	162,647.10
In hands of treasurer Dec. 31, 1905.	29,536.31
	\$1,704,600.15

The total risks carried in the 31 years was \$66,740,620; the amount of deposit notes, \$2,839,390.03, and the losses \$1,427,583.29, leaving a net saving to policyholders of \$1,411,806.74.

MILLERS' NATIONAL INSURANCE COMPANY.

Secretary W. L. Barnum has made the following as his thirtieth annual report of the Millers' National Insurance Co. of Chicago for 1905:

I congratulate you upon the steady growth of your company and upon its sound financial condition. Everyone who has contributed to its success may well feel proud of the result obtained.

With the same conservative management that has controlled this company's business for over thirty years, there is good reason to believe that its future will continue as prosperous and successful.

At our request and urgent solicitation the insurance department of this state has, during the past month, made an examination of its affairs for the past four years, or since the date of its last official examination, and verified in every particular this report of your secretary.

The entire assessments levied during the year 1905 were only 8 per cent of the deposit notes in force or 40 cents on the dollar of the annual rate, equal to a cash dividend of 60 per cent, had this company collected the annual premiums in advance, as is done by the stock insurance companies.

Our admitted assets are now \$4,341,881.28.

Total liabilities, including unearned premium, guarantee deposits and all other liabilities due, or to become due, are only \$411,612.71, making this the largest and strongest company of its class in the world, while the cost of our policies (which are absolute indemnity) is less than that of any other similar company.

Losses incurred during the year, \$300,784.64.

Losses paid since organization, \$4,912,854.12, while the average cost of our insurance for the past thirty years has been only about one-half the annual rate charged by stock insurance companies.

The successful experience of thirty years in any kind of business may safely be taken as a precedent. Under like condition, with the same conservative management and with ample cash funds, what has been accomplished in the past may reasonably be expected in the future.

ASSETS.

Par Value.	Market Value.
Bonds.	\$891,057.70
Loans secured by trust deed on Chicago real estate.	176,000.00
Interest accrued on bonds and mortgages.	16,556.28
Cash on hand and in bank.	61,750.78
Premiums in course of collection.	13,309.31
	\$1,171,182.57

Total cash assets.

LIABILITIES.

Losses adjusted and due.	None.
Gross claim for adjusted losses, not due.	\$ 19,214.27
Losses in process of adjustment, including all reported or supposed losses.	27,543.14
Reinsurance reserve.	197,412.07
Guarantee deposits to secure the payment of assessments.	163,235.36
All other claims against this company.	4,207.87
	411,612.71

Total liabilities.

Net cash surplus.	\$ 759,569.86
Deposit notes subject to assessment, net value.	3,170,698.71

Surplus over all liabilities.

Aggregate amount of admitted assets.	\$4,341,881.28
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FOR SALE.

If you are in want of a good elevator, cheap, doing a good business in all lines, call on
J. F. CARTWRIGHT CO., Davison, Mich.

ELEVATOR FOR SALE.

Fifteen-thousand-bushel cribbed house at McLane, Neb. Owner has too much other business. Write
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Good mill and elevator located in fine wheat country. Favorable terms. Address
F. S. R., Box 1, care "American Elevator and Grain Trade," Chicago, Ill.

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An elevator in good running order, about 5,000 bushels' capacity. Large retail trade; also No. 1 opening for coal trade. Will sell all or a half interest.

S. BASH & CO., Fort Wayne, Ind.

FOR SALE.

Good elevator, in live Wisconsin town, surrounded by rich farming country; 25,000 bushels' capacity. Might exchange for western land. Address
WESTERN LAND SECURITIES CO., 143 Endicott Arcade, St. Paul, Minn.

FOR SALE.

Old established grain business less than 100 miles from Chicago; 90,000 bushels' capacity. Business, as well as buildings, in first-class condition. Good reasons for selling. Full particulars by addressing

ILLINOIS, Box 1, care "American Elevator and Grain Trade," Chicago, Ill.

FOR SALE, COUNTRY ELEVATORS.

On account of the recent death of Mr. R. G. Risser his line of ten grain elevators and the large transfer and storage elevator at Kankakee will be offered for sale. The elevators are all located at good country points and are good money makers. It will pay to investigate.

MRS. R. G. RISSE, Kankakee, Ill.

GRAIN AND SEEDS**WRITE OR TELEGRAPH.**

White Wheat and Utah Alfalfa seed for sale. If in need of either, write or telegraph
SAM WILLIAMSON, Salt Lake City, Utah.

WESTERN HEADQUARTERS

For Alfalfa, Clover, Timothy, Millet, Sorghum and Kaffir Corn. Car lots. Write for prices.
MISSOURI SEED CO., Kansas City, Mo.

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Lambert Gasoline Engine, 20 horsepower, in fine condition. For particulars, address

A. J. MONROE, Arthur, Ill.

FOR SALE.

Portable dump for sale. Will handle any kind of grain well and quickly. Just the thing for cribbing corn. Address

WOODBURY & FILES, Muncie, Ind.

FOR SALE.

Gasoline engines; one 54-horse Fairbanks-Morse; one 28, one 16, one 12, 2, 8 and 25 horsepower Sterling Charter. All sizes and prices in small sizes.

A. H. McDONALD, 38 W. Randolph St., Chicago.

FOR SALE.

New Invincible Oat Clipper, in perfect condition, 200 bushels per hour; scarcely used. Also second-hand Western Corn and Oats Cleaner, 1,500 bushels per hour; good condition. Address

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3 HP Otto, \$85.	4 HP Colborne\$ 95.
6 HP Webster, \$175.	8 HP Otto	225.
10 HP Otto with pump attached		400.
12 HP Webster		225.
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35 HP Otto, \$600.	60 HP Otto	1,200.

COLBORNE MFG. CO., 35 E. Indiana St., Chicago.

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Scales for elevators, mills, or for hay, grain or stock; new or second-hand at lowest prices. Lists free.

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"THE STANDARD" SCALES.

For all purposes. Portable, Wagon, Hopper and Track Scales. Guaranteed durable and accurate; quality higher than price. Not in the trust.

THE STANDARD SCALE & SUPPLY CO., Station U., Chicago, Ill.

Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

SECOND-HAND BAGS WANTED.

Any kind, any quality, anywhere. I pay freight. Write for prices.

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Miller who can take charge of an up-to-date 60-barrel mill. Must have from \$1,000 to \$2,000 to invest in same. For particulars, write

THE ELYRIA MILLING CO., Elyria, Ohio.

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Competent grain inspector, one familiar with terminal market conditions preferred. State age, experience and salary expected. Address

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ELEVATOR OR MILL MEN WANTED.

We have on our list several mills and elevators owned by non-residents who want to put them in operation, and we wish to correspond with elevator men, millers, managers, office men, bookkeepers who are interested in good elevator or milling propositions.

IOWA MILL BROKERS, Independence, Iowa.

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Reference, Monongahela National Bank**GOSHEN****JOHNSON & SON**
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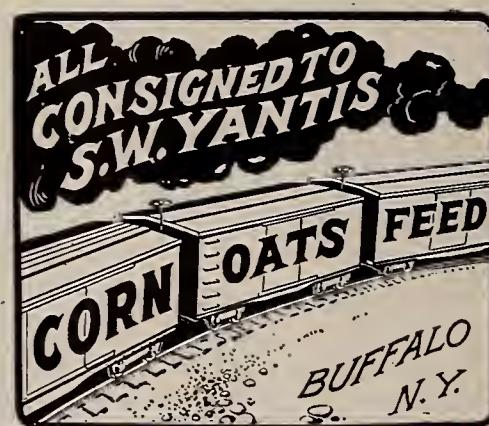
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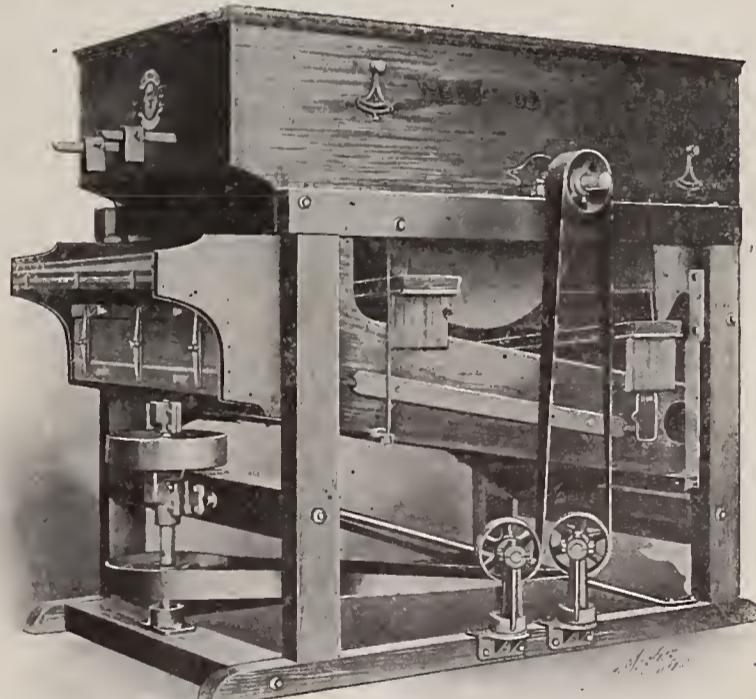
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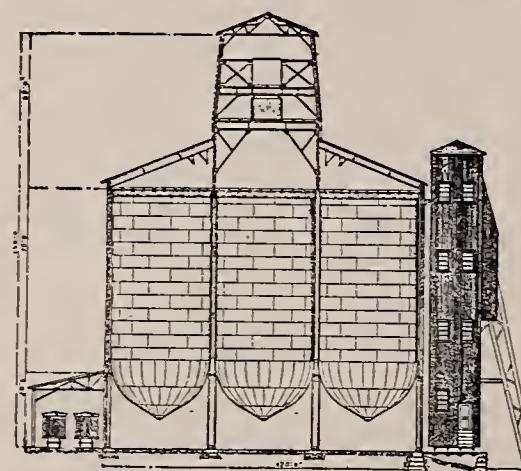
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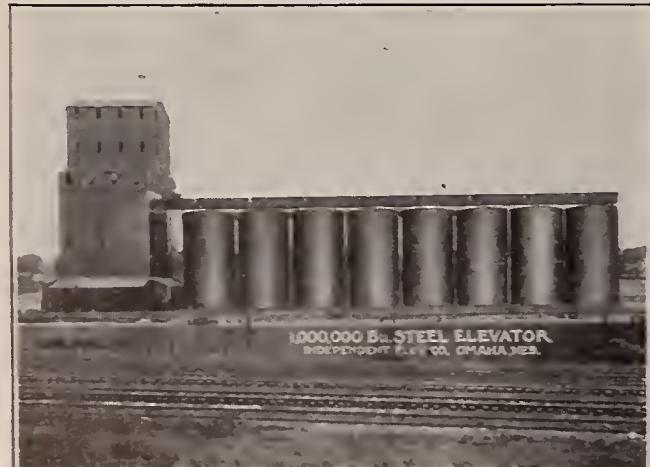
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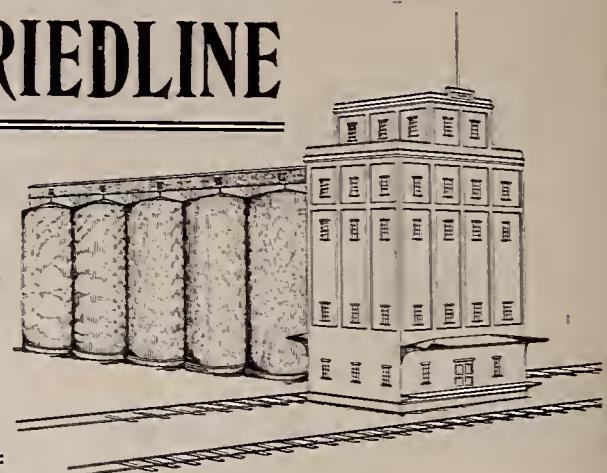
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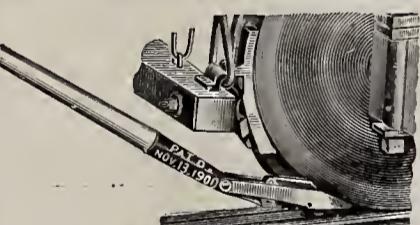
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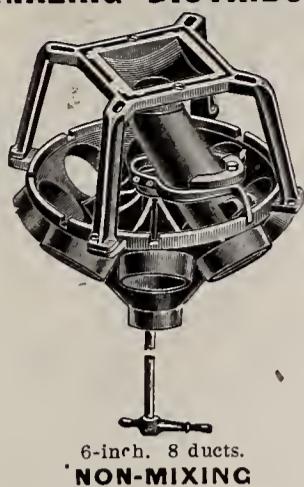
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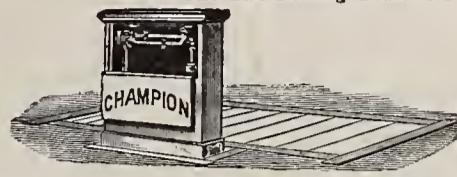


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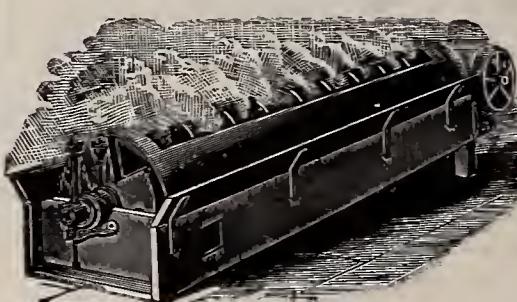
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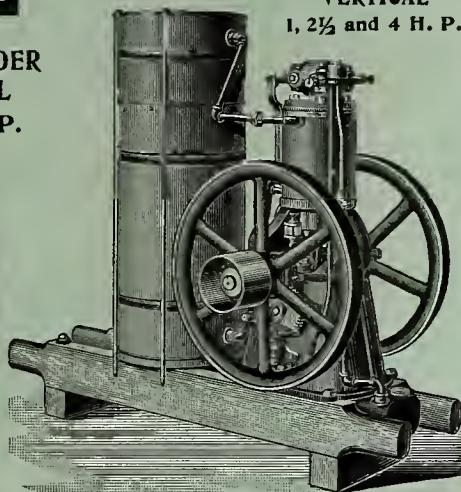
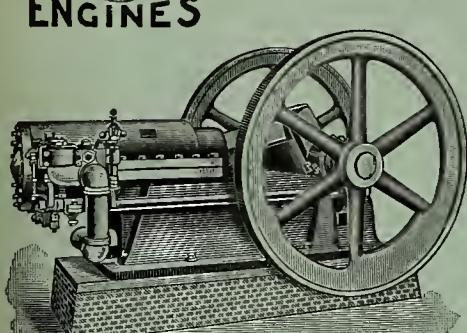
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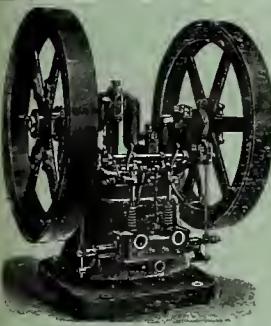
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Frost proof—easy starting—perfect cooling, small water supply, simplicity and economy are some of the special features of our engines. Adapted to all uses and built in three types. For ELEVATOR and FARM work it stands preeminent and in a class by itself.

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A magnificent electric-lighted train, less than three days Chicago to San Francisco, daily.

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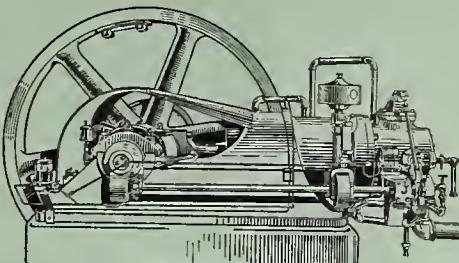
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OLDS Gas Engines and American Suction Gas Producers are built in the same plant—the engines are simple, economical and reliable (2 to 1,600 h. p.—producers 2 to 2,000 h. p.) and save 50 to 75 per cent of your fuel cost. We know each complete plant (producer and engine) will run right before it leaves the factory, perfectly adapted to the coals you will use. Operating costs are 1-3 to 1-5 of steam, $\frac{1}{4}$ of gasoline. Especially adapted for grain elevators. Three-fourths-inch shells where others use one-eighth inch; every elbow, cross or tee fitted with cleaning holes; double closing changing hopper; special shaking grates that remove clinker troubles.

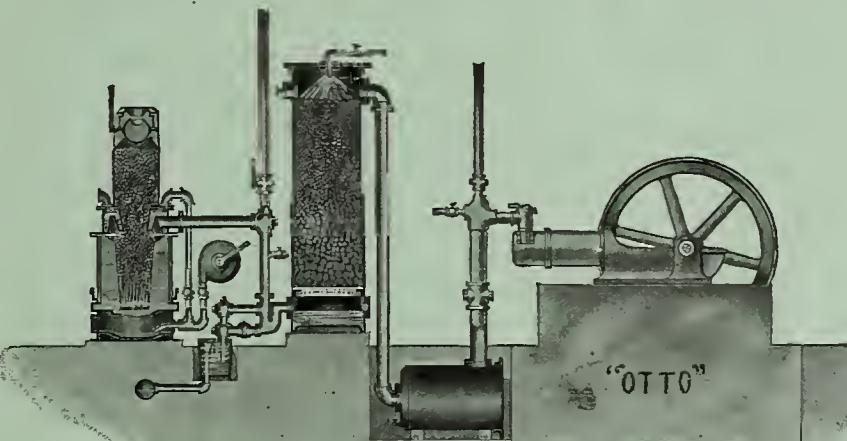
OLDS GASOLINE ENGINE WORKS,

AMERICAN SUCTION GAS PRODUCER CO.,
952 Chestnut St., Lansing, Mich.

American Suction Gas Producer



The "Otto" Suction Gas Producer Plant Tested By a Disinterested Expert



UNIVERSITY OF PENNSYLVANIA
January 26, 1906

The Leeds & Northrup Co., 259 N. Broad Street, Philadelphia.

Dear Sir:

I wish to submit the following report of the test conducted by me on the Otto Gas Engine and Suction Producer installed in your factory at Fishers.

A twelve-hour test was run on January 29, 1906. The engine ran continuously through the twelve hours, developing 27.9 horsepower on the brake. This load was carried at all times; poking and cleaning the fire did not have any appreciable effect on the speed of the engine. The average speed during the run was 226.6 revolutions per minute.

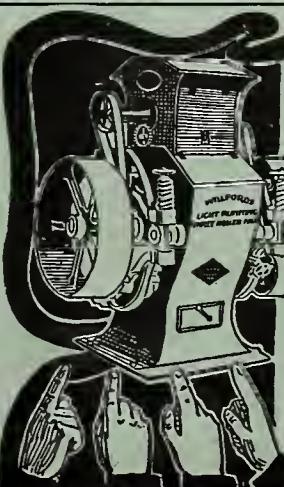
The coal used was Lykens Valley Pea Coal. The total quantity of coal used in the twelve hours was 397.2 lbs., or 33.1 lbs. per hour. This gives a coal consumption of 1.19 per brake horsepower per hour, which is well within the contract requirement of 1.5 lbs. of coal per actual or brake horsepower hour.

Very truly yours,

(Signed) H. E. Ehlers.

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THE OTTO GAS ENGINE WORKS, PHILADELPHIA, PA.



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Willford Three-Roller Feed Mill.

- (1) It is Easy to Handle.
- (2) It is Strong and Durable, but Simple.
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303 3d St. South, - MINNEAPOLIS, MINN.

4-Hole Corn Sheller

Cozad, Neb., December 18, 1905.

Charter Gas Engine Co.,
Sterling, Ill.

Gentlemen:—

I operate a 4-Hole Corn Sheller this Winter and find that the Charter of 10 H. P. just plays with it.

I will say this—that the Charter Engine will pull more, horse for horse, than any other engine I ever saw. Everyone that has seen my engine working says that it is the best engine that ever came to this locality.

Yours respectfully,
D. W. ARNOLD.

Send for Catalogue

State Your Power Needs

CHARTER GAS ENGINE CO.

400 LOCUST STREET,

STERLING, ILL.



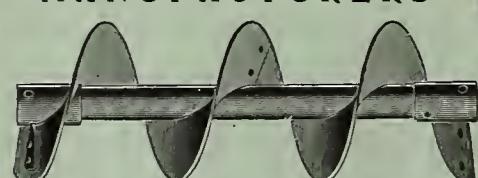
Moore & Lorenz Co.,

115-123 South Clinton Street,
CHICAGO, ILL.

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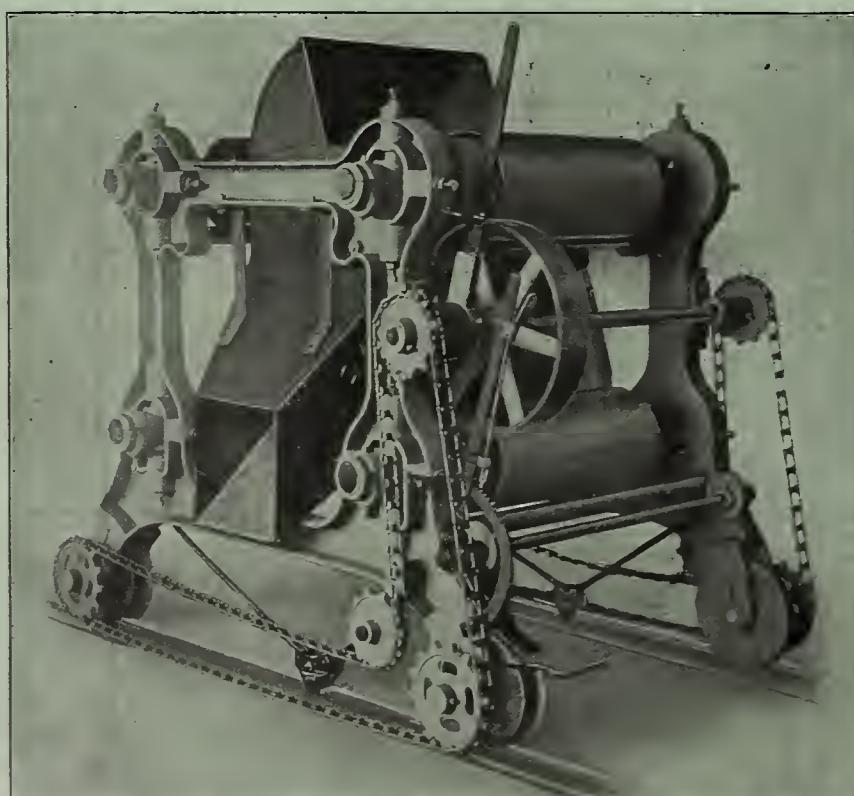


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Tin Mill Buckets



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It has large wearing surface and is easily
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Especially desirable for high-speed power.

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which reduces operating expenses? I have an appliance which will do the work now done by your fireman; will lessen the fuel bill, reduce the insurance rate, and in addition will give you a clean plant.

The expense of installing is nominal and I guarantee good returns on the investment. Write for booklet, describing my device.

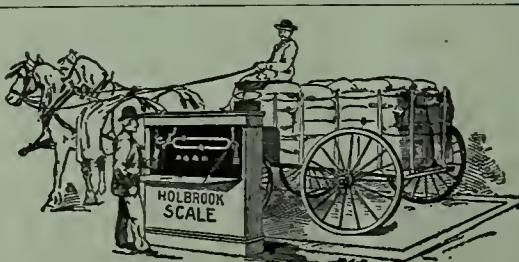
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